8
UNIV MICROFILMS INC T
313 FIRST STREET C
ANN ARBOR J B O'N
MICHIGAN SAMPLE COPY RATE

SEPTEMBER 1960

CANNED • DRY • FROZEN • GLASS

a consolidation of:
CANNER and FREEZER
FOOD PACKER
WESTERN CANNER and PACKER

New York glass packer makes profits and employment with piccalilli 21

New plant brings modern methods to strawberry freezing in Mexico 24

JUICE - DRINKS

ADES AND PUNCHES 26

ONE package supplier, Owens-Illinois, offers *all* of these services to marketers of instant products: full line of stock Duraglas® jars and special shapes . . . choice of flint or amber glass . . . closures . . . stacking features . . . shipping and display cartons . . . Tacseal membrane over pouring surface for moisture protection . . . equipment for mechanical vacuumizing . . . equipment for packaging under inert gas . . . *plus* complete package design and technical assistance to be sure the package performs as it should.

Get in touch with your Owens-Illinois salesman, or write.

So many instants go to market in Duraglas containers—

- Instant Coffee
- Instant Malted Milk
- Instant Beverage Mix
- Instant Dairy Products
- Instant Tea
- Instant Fruit Drinks
- Instant Minced Onion
- Instant Fortified Food Supplement
- Instant Sauces
- Instant Soups

DURAGLAS CONTAINERS
AN (O) PRODUCT

OWENS-ILLINOIS
GENERAL OFFICES • TOLEDO 1, OHIO
PACIFIC COAST HEADQUARTERS • SAN FRANCISCO

KEEP FAITH WITH NATURE—GUARD HER GOODNESS

Beta CAROTENE

'NATURE'S YELLOW'

the Versatile Color

RECOGNIZED
SAFE AS A NUTRIENT—SAFE AS A COLOR

ACTIVITY	Beta CAROTENE is the Color that nourishes. Its vitamin A activity is 1,666,660 U.S.P. units per gram.
+ **AVAILABILITY**	Six practical, convenient forms for every food use.
+ **MISCIBILITY**	In either water-base or oil-base foods.
+ **POTENCY**	Greater color values that count, from a small amount.
+ **PURITY**	Virtually 100% pure. Free from useless extractives or residues.
+ **QUALITY**	Achieved by meeting the most exacting specifications.
+ **SAFETY**	Recognized safe as a nutrient. Accepted in U.S.A. and many other countries.
+ **UNIFORMITY**	Standardized, unchanging, true color, lot after lot. No tinge of green or red.
+ **UTILITY**	Recommended for foods and beverages requiring yellow to orange color.

Add up to *versatility* for Beta CAROTENE
the Color that Nourishes

USE IT FOR

Margarine • Shortening
Salad and Cooking Oils
Mellorine & Ice Cream Products
Pie Crust & Cake Mixes
Baked Goods • Frozen Foods
Fruit Drinks, Fruit Juices & Concentrates
Puddings & Egg Yolk Products
Gelatine Desserts • Confections
Dessert Toppings • Popcorn
Cheese • Soups • Creamed Foods

Send for samples and technical literature.

Call Roche

© 1960 HLR INC.

Vitamins come RIGHT from Roche®

FINE CHEMICALS DIVISION **HOFFMANN-LA ROCHE INC.**
Nutley 10, New Jersey: NOrth 7-5000 • New York City: OXford 5-1400

LOCK IT

WITH TRP*

Carnation does! Because TRP means Tamper-Proof Rigid Protection. Gives you: The advantages of both glued seal-end construction and tuck style cartons. A locked package that's crush resistant. Unbroken end panel display. Reduced packaging costs. You don't need adhesives with TRP. Designed for both top and end-loaded products—food, soft goods, hardware—TRP easily adapts to existing machinery line. CCA E-Z opening feature optional. To pack it—move it—sell it is the business of CCA packaging.

*A trademark of CCA

CCA

CONTAINER CORPORATION OF AMERICA

Chicago 3 . . . and all key marketing areas

Folding Cartons, Shipping Containers, Sefton Fibre Cans, Molded Plastic Products, Point-of-Purchase Displays, Paperboard

CANNER PACKER

volume 129, number 9 SEPTEMBER 1960

Herbert A. Vance, Publisher

Editorial Department

Elverton B. Stark, Editor
500 Howard St., San Francisco 5
Telephone: EXbrook 7-1887

Dennis H. Murphy, Managing Editor
59 East Monroe St., Chicago 3
Telephone: Financial 6-7788

Walter N. Clissold, Eastern Editor
1319 F. St. N. W., Washington, D. C.
Telephone: MEtropolitan 8-6707

Leo J. Livingston, Northwest Editor
71 Columbia St., Seattle 4
Telephone: MAin 2-1626

Dr. Wilbur A. Gould, Technology Editor
993 Kilbourne Dr., Worthington, Ohio
Telephone: TUxedo 5-6045

Anne Chalmers, News Editor
Chicago

Business Department

C. Melvin Carlson, General Manager
59 East Monroe St., Chicago 3
Telephone: Financial 6-7788

Charles C. Baake, Circulation Manager
500 Howard St., San Francisco 5
Telephone: EXbrook 7-1887

Margot Cohn, Production Manager
Chicago

Sales Representatives

Thomas Vought
370 Lexington Ave., New York 17
Telephone: MUrray Hill 3-8333

Norman Thomas
59 East Monroe St., Chicago 3
Telephone: Financial 6-7788

Elverton B. Stark
500 Howard St., San Francisco 5
Telephone: EXbrook 7-1887

CANNER/PACKER is published monthly with two issues in September by **Triad Publishing Co.**, 59 East Monroe St., Chicago 3, Ill. Telephone: Financial 6-7788.

Address all subscriptions and payments thereof, changes of subscription address, Forms 3579 and other subscription correspondence to Triad Publishing Co., 500 Howard St., San Francisco 5, Calif.

Second class postage paid at Chicago, Ill. and at additional mailing offices.

Herbert A. Vance, President

William B. Freeman, Vice-president

Paul E. Clissold, Secretary-treasurer

Subscription rate: U.S. and possessions, Canada, $5.00 per year, $8.00 for two years, $10.00 for three years. Other countries, $10.00 per year, $16.00 for two years, $20.00 for three years. Single copies 50c each, except annual Yearbook number at $1.00 each. Copies of issues prior to current year, if available, $1.00 each.

Address all display and classified advertising correspondence, orders and payments thereof to CANNER/PACKER, 59 East Monroe St., Chicago 3, Illinois. Advertising plates, cuts and inserts should be shipped to CANNER/PACKER, c/o Gibbs-Inman Printing Co., 817 West Market St., Louisville 2, Ky.

Copyright, 1960, Triad Publishing Company.

COVER: The laboratory technician at a Stokely-Van Camp plant is determining acidity in Stokely's new juice-drink, Pong. Quality tests such as this keep flavors in balance so that each can of Pong tastes like the others. For the story of the dozens of new drinks, ades and punches selling flavor and nutrition in a spectacularly successful market, see page 26.

FEATURES

Million-Case Pack of Piccalilli Moves Smoothly from New York Glassed Food Plant 21

L. C. Forman Co., Pittsford, N. Y., a major packer of pickles and kraut, handles its specialty glass item, automatically.

Mechanized Potato Line Peels 10 Tons an Hour 23

Jay's Foods, Inc., Chicago, Ill., uses bulk handling techniques to keep up with high-speed chip line.

Modern Freezer for Mexico 24

The plant, Congeladora y Empacadora Nacional, S.A., located in Morelia, Michoacan, Mexico exports 20 million pounds.

Juice-Drinks, Ades and Punches 26

Ten years ago, they didn't exist. Today, they are the hottest thing in the store—a family of products making sales history.

Acerola Concentrate Frozen in Hawaii 34

Nutrilite Products, Inc., is planning to market juice of transplanted Barbados cherry.

EDITORIAL: No Harvest Unionization without Responsibility 51

Strikes at harvest time can ruin an industry. Responsibility must come either voluntarily or through public action.

SPECIAL DEPARTMENTS:

Business News Letter	7	New Products and Packages	47
Letters from Readers	17	Association Activities	49
Crops/Packs/Markets/Prices	36	Raw Products	next month
Processed Food Prices	38	Food Merchandising	next month
Food Technology	39	Classified Advertising	50
Suppliers News	41	Advertisers Index	50
Industry News	42	Coming Events Calendar	51
New Equipment/Supplies	45	The Editor's Page	52

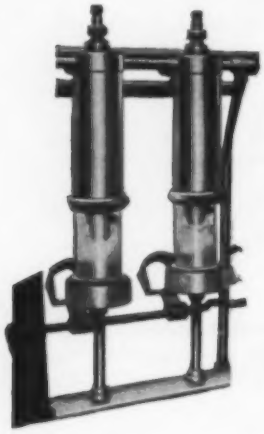
In Coming Issues: *The annual Canner/Packer Yearbook Number will be published Sept. 15: the industry's most complete compilation of statistics; a commodity-by-commodity review of the year in processed foods; Gold Medal Awards; manufacturers index; lots more. . .*

We Control Everything

(everything but nature)

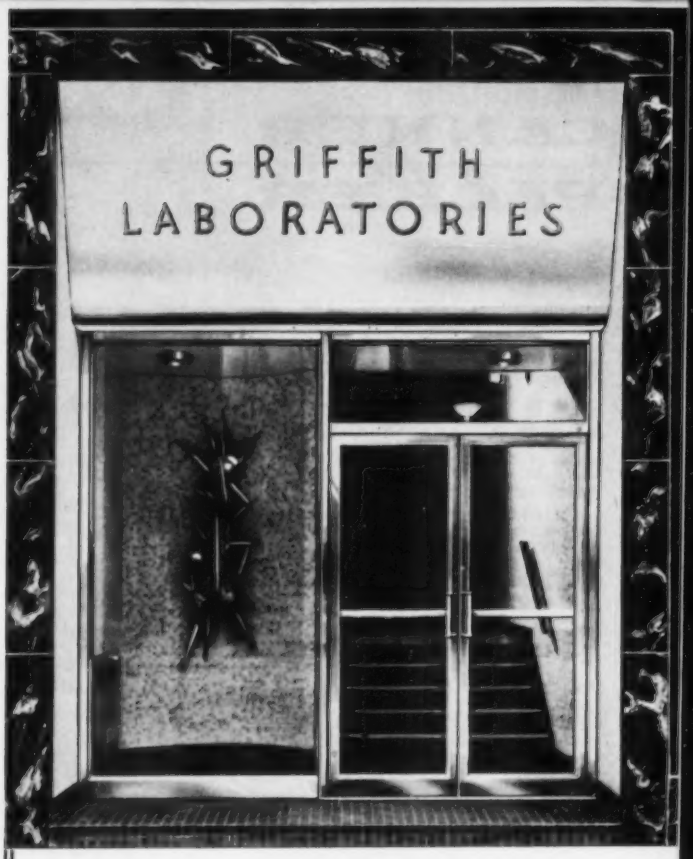
To Bring You

The Best in Spices



There's more to this story of quality control and how it gives you the best flavor in spices. The Griffith man will tell you about this company's exceptional Solublized Seasonings.

The Best in Cures
to go with the Best in Spice



Our control starts with laboratory evaluation of a sample of the spice under consideration. It must *measure up* to Griffith's standard in both chemical and organoleptic evaluations.

When the shipment of spice arrives, we repeat the evaluation procedure to compare it with the sample.

In storage, the freshness and quality is protected by regulation of light, humidity and temperature.

And grinding is laboratory controlled. The meshes are checked. A "balance" is run—to be sure that spices are being ground to the desired meshes without loss of flavoring.

Last stage of control is packaging. According to the customer's wish: "Bulk," in fiber drums. Or, sealed in cellophane within a batch-size (unit) bag — packed in a fiber shipping drum.

THE GRIFFITH LABORATORIES, INC. •

CHICAGO 9, 1415 W. 37th St. • UNION, N. J., 855 Rahway Ave. • LOS ANGELES 58, 4900 Gifford Ave.

CANNER PACKER / BUSINESS NEWS LETTER
totally dedicated to serving canned, dry, frozen, glassed food processors

September 1960

Food scents will be used increasingly in the packaging of food products, and in merchandising foods through point-of-purchase dispensers, according to officials of Fragrance Process Co., New York City. For packaging, polyethylene pellets are being sold to film extruders and injection molders. For point-of-sale use, electrically-operated aroma dispensers are available. Even rodents will be appealed to; a new plastic mousetrap is being designed which will give off the smell of bacon.

Increase in the productivity of workers in U. S. canning, freezing and preserving plants has slowed down, according to latest figures from U. S. Dept. of Labor. If the output per production worker per hour is rated at 100 in 1947, it climbed to 161.6 in 1957, but then fell back to 157.6 in 1958.

Meat processing companies earned net profits of 1.46% of their total sales, against a record of 0.98% for meat firms not engaged in processing, according to American Meat Institute. Earnings of processors and of non-processors were both better in 1959 than in either 1958 or 1957.

Food fat consumption is changing markedly in the U. S., although the average citizen has changed his total intake only 3% in 30 years. In that period, USDA reports, butter usage dropped 55%, while margarine shot up 90%. Shortening use gained 27% while lard popularity fell by 29%. Per capita consumption of salad and cooking oils almost doubled. The average U. S. resident now eats 46.1 lbs. of fats and oils a year, against 44.9 lbs. in 1930.

U. S. soybeans may soon make an appearance in Japanese soup. American-grown beans have lately been tested by USDA, and have been found satisfactory for miso and tofu, traditional Japanese foods which account for half Japan's soybean consumption. The Japanese hope to boost soybean consumption 40% in the next ten years, in order to improve the population's protein intake.

California farmers are maintaining their position as leaders in cash receipts from farm marketings. In 1959 the state showed a 6% increase over 1958, had receipts of more than $3 billions out of the national total of $33 billions, or about 9%. Iowa continued to hold second place, with $2.3 billions, followed by Texas with $2.28, Illinois with almost $2 billions, and Minnesota with $1.4 billions. Others in the first ten were Nebraska, Kansas, Missouri, Wisconsin and Indiana, in that order. U. S. crop receipt totals were up 1% in 1959 over 1958.

A major gain in crop productivity may come from a du Pont research development. The chemical firm's researchers have duplicated in a testtube the reaction nature uses within a living cell to create the nitrogen compounds without which life cannot exist. Most nitrogen used by plants is produced by bacteria and algae, by means of enzymes. The du Pont discovery has enabled extraction of these enzymes.

New construction continues apace, among processed food plants. A new $500,000 plant will replace present facilities of H. W. Lay and Co., Inc. in Louisville, Ky. Pillsbury Co., Minneapolis, Minn. is building a new baking mix plant at Bridgeton, Mo., near St. Louis. General Mills, Inc., is completing its new research center at Golden Valley, a suburb of Minneapolis, Minn. Rath Packing Co. is building a $750,000 enlargement of its facilities in Waterloo, Ia.

Your challenge of the EXCITING 60's

—50% MORE NEWLYWEDS!

LET ANCHOR HOCKING GLASS PACKAGE ENGINEERING HELP YOU GET YOUR SHARE OF THIS GREAT NEW MARKET OF THE 60's!

Forecasts show during the 1960's there will be 50% more people in the "young married" age group. Result: more new households, more new markets for your products.

To help you capture a bigger share of these markets, and to make the best use of Anchorglass® containers and Anchor® closures, we offer you the services of our engineering facilities.

Not only does Anchor Hocking's Engineering Division design and develop glass containers, closures and sealing machines—it constantly strives to improve existing types. It tests, checks, controls and supervises all manufacturing processes to provide products of uniform, high quality. It also is available to help you in mechanizing your packaging lines for high speed production, increased efficiency and labor savings. And field engineering service is always conveniently available through all Anchor Hocking branch offices to help you maintain efficient packaging operations. Anchor Hocking Glass Corporation, Lancaster, Ohio—bringing you the extra values of *specialization* in glass packaging.

ANCHOR HOCKING

Get set for the exciting 60's with Anchorglass Packaging—put an Anchor Man on your team

How do you like 'em ?

. . . any way you want them, there's a high-speed, precision Urschel machine for **every** kind of pickle cutting job. And cost-minded Pickle Packers know from experience the economy, dependability and uniform product quality identified with these widely used units. Model OV Slicers, for example, produce flat or crinkle-cut cross-cut slices at the rate of **500 slices per second** . . . cutting one slice at a time so there's **no** product crushing on even soft or hollow center pickles. For perfectly diced relish it's the Model RA . . . turning out up to **10,000 lbs. per hour.** Large (3/4" x 1" x 1") sweet mix chunks are delivered by the Model H at capacities up to **15 tons per hour.**

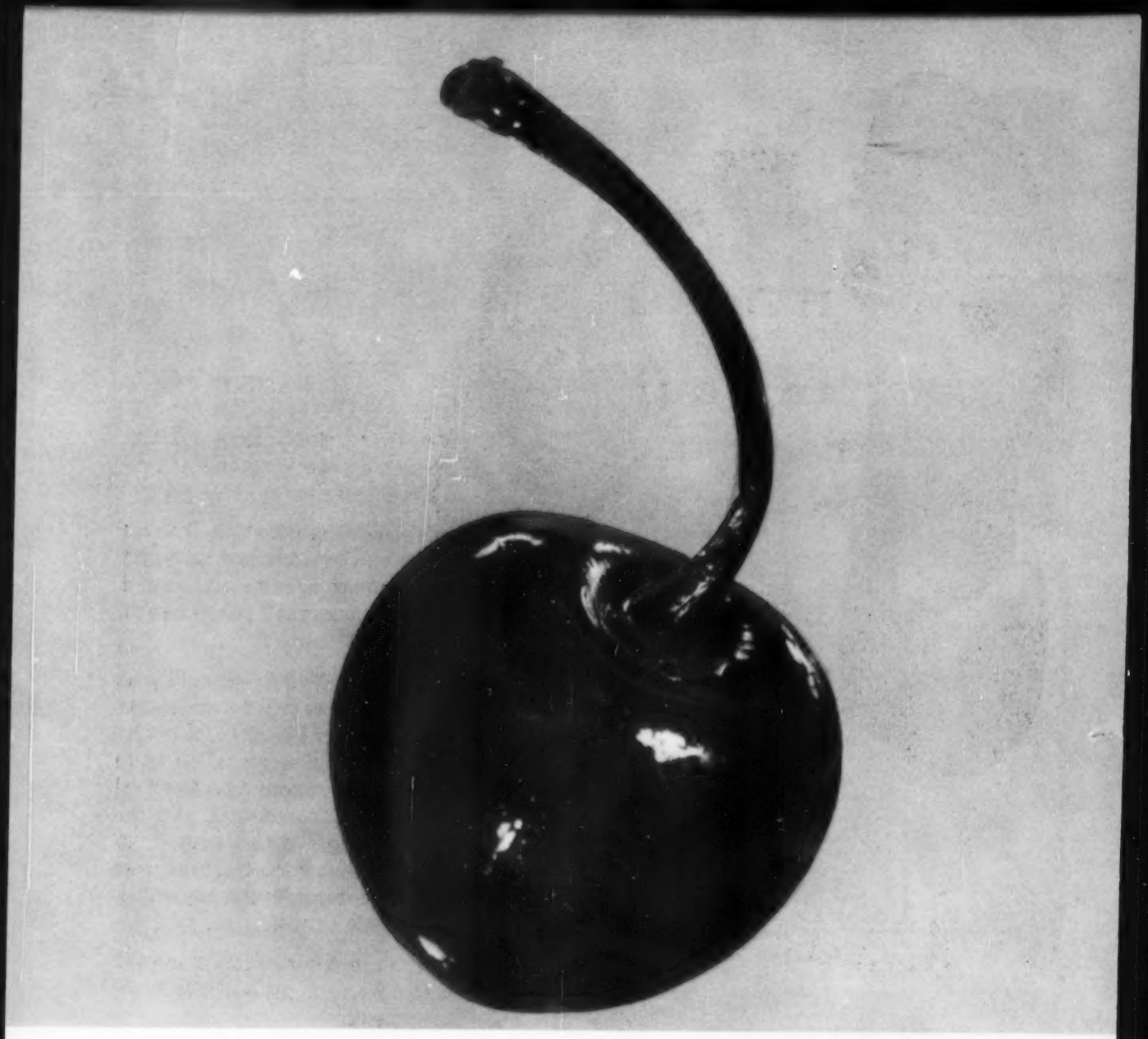
*When you have a pickle cutting problem, remember Urschel engineers have the **experienced** answers.*

"Be sure to stop at Urschel Booths 21-24, The Pickle Fair, Oct. 19-21, Edgewater Beach Hotel, Chicago."

PRECISION HIGH-SPEED FOOD CUTTING EQUIPMENT

URSCHEL
LABORATORIES INC.
VALPARAISO INDIANA

Designers and manufacturers of precision, high speed cutting equipment for food products



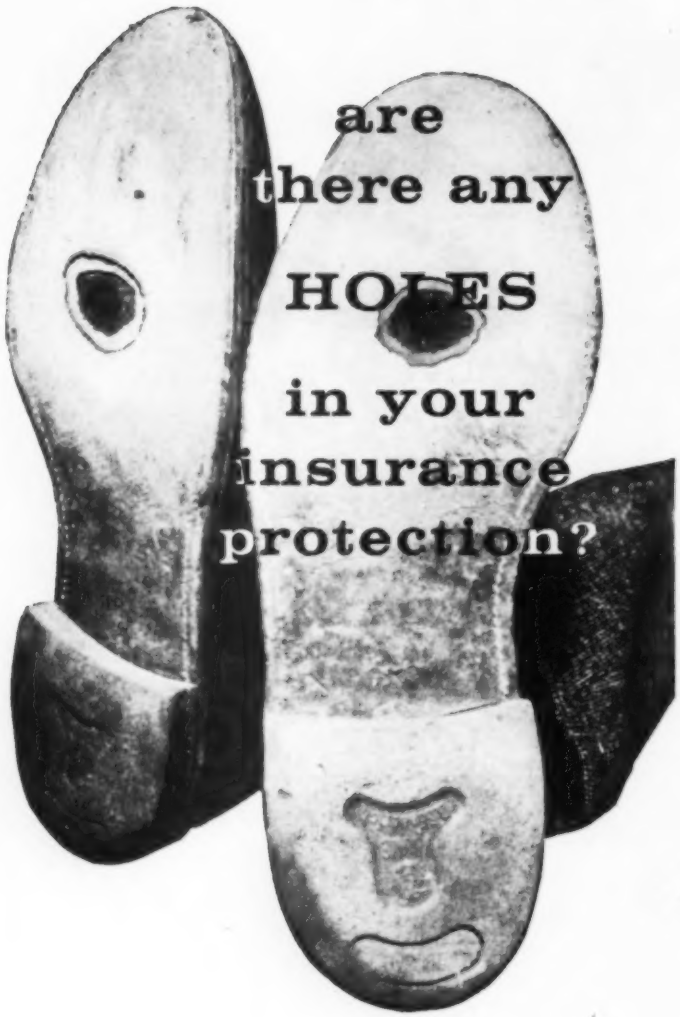
Firm texture, bright color, finer flavor–
canned fruits are naturally
superior when packed in...

GLOBE®
corn syrup

WRITE OR PHONE

Corn Products for expert technical assistance... helpful data on these fine products for Canners:
CERELOSE® dextrose sugar • REX® and GLOBE® corn syrups • BUFFALO® and SNOWFLAKE® starches.

CORN PRODUCTS COMPANY INDUSTRIAL DIVISION • 10 East 56 Street, New York 22, N. Y.



Your insurance protection can also develop some mighty big holes, if not checked carefully at least once a year.

Today's increasing valuation basis, alone, can leave you badly underinsured if you are not being advised properly on the best manner of maintaining insurance up to present day valuation levels.

Only CANNERS EXCHANGE, with its 53 years of service experience to food processors, has a proven record of insurance know-how for the industry. Annual savings refunds to the policyholders have produced the lowest net insurance costs. Comprehensive policy coverages and unequalled plant safety inspections complete an insurance service which can eliminate any holes that may exist in your insurance program.

Only a plan which is specifically designed for the Food Processor, can provide such complete protection.

If you are not now a policyholder, but want to be sure there are no holes in your insurance protection, write to:

ALL CANNERS EXCHANGE POLICIES ARE NON-ASSESSABLE

LANSING B. WARNER, INC. ★ INSURANCE ★

Canners Exchange®

managed by

LANSING B. WARNER, INC.

4210 PETERSON AVENUE, CHICAGO 46, ILLINOIS

53 YEARS OF SPECIALIZED, DEPENDABLE INSURANCE

Actual comparison testing proves that M&S Positive Displacement Type Fillers provide the most profitable combination of the four "most wanted" filler features:

1. High Accuracy. Exclusive FMC premeasuring principle insures consistent close-tolerance filling for higher case yield per batch on all types of products.

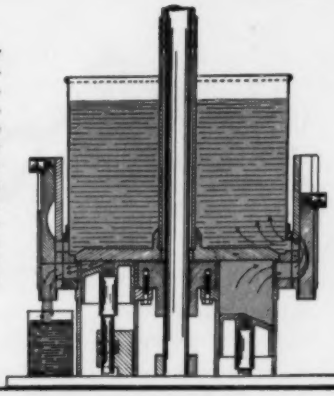
2. Low Maintenance. Rugged construction and precision engineering of M&S Fillers assure long life and dependability under the toughest, heaviest production schedules.

3. High Speed Operation. The M & S line includes fillers in every speed range—equalling the speed of latest cappers and closing machines—with no sacrifice in accuracy. The new, exclusive FMC "No can—No fill" mechanism for each valve, is now available for high speed operations.

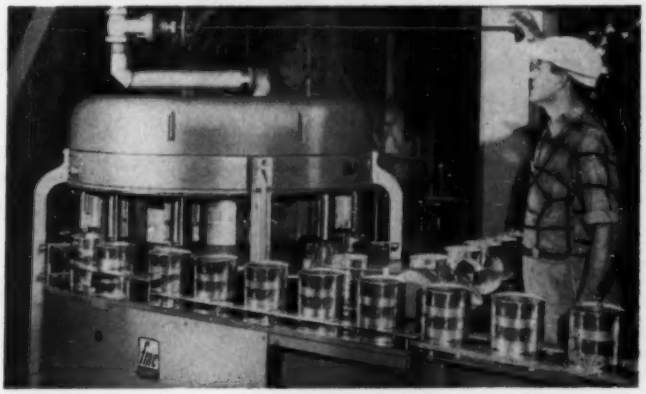
4. Sanitary by Design. Available in stainless and non-corrosive type contact materials to meet your specific needs. Quickly dismantled for easy cleaning.

Your FMC representative will gladly show you which M&S Filler Model is best suited for your product. Won't you call him today?

With FMC—M&S Plunger Fillers you get the time-proven principle of unrestricted *product premeasurement* and *positive injection* into containers by *precision pistons*. No other filling principle offers such a high degree of accuracy. Compare—feature for feature — see why M&S has been the "Standard of the filling industry" for more than 70 years.



M&S 12 Pocket Filler at Bercut-Richard's Sacramento, California plant, filling paste in No. 10 cans at 72 cpm.



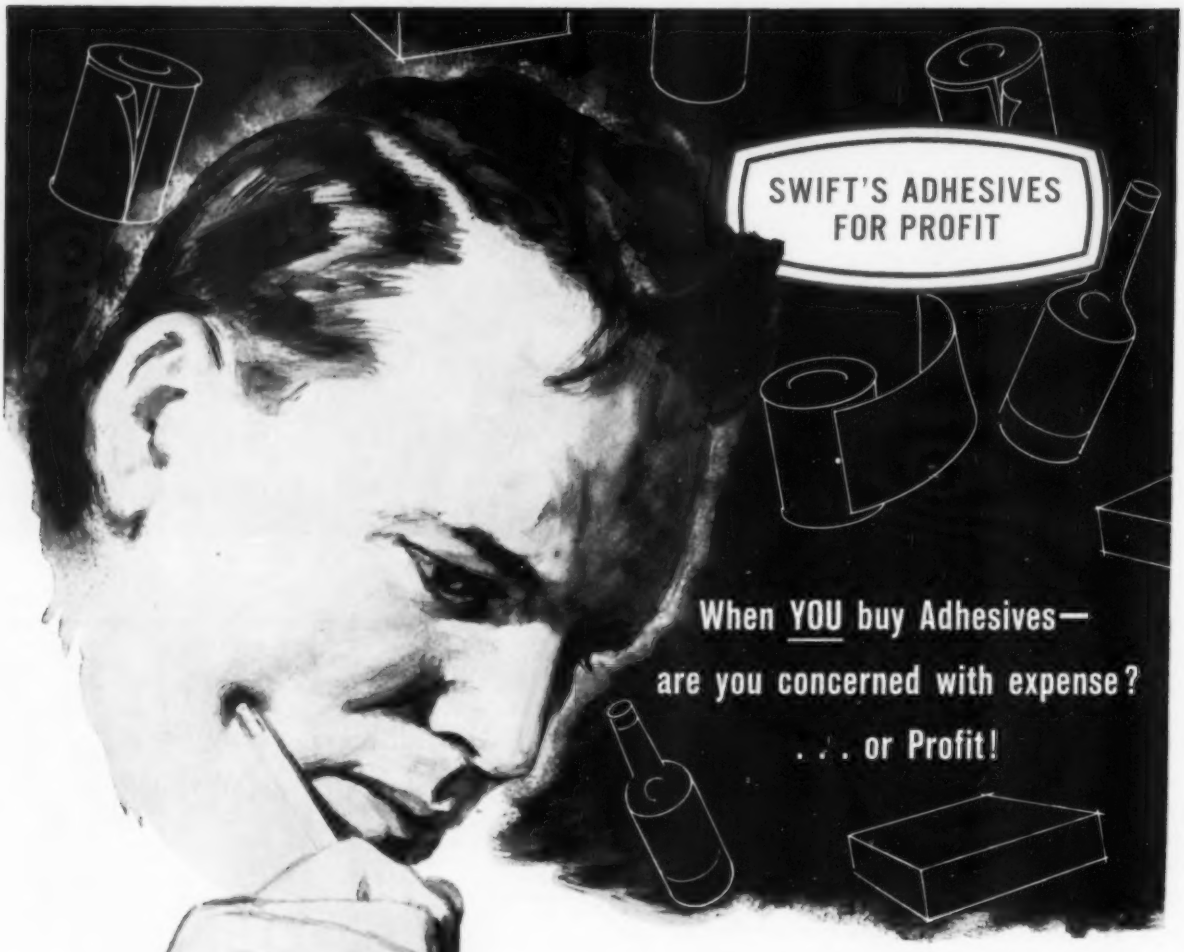
Putting Ideas to Work

FOOD MACHINERY AND CHEMICAL CORPORATION

Canning Machinery Division

General Sales Offices:

WESTERN: SAN JOSE, CALIF. • EASTERN: HOOPESTON, ILL.



Because Adhesive Selection is a Factor in Canning Profits . . . Regardless of Your Equipment Setup, or Your Plant Facility, or Your Labor Force!

When you select your canning adhesives, you are helping to determine your rate of production. And production is profit. Obviously, the more production your present setup will deliver the more profit you will earn.

Therefore, the speed and tack of your canning adhesives are very important. Your adhesives must do much more than just "adhere".

Swift's high-speed resin Lap End Pastes are made for optimum efficiency at peak production levels. And they give a rust inhibited lap as well! Swift offers a complete line of canning adhesives for the most specific applications. Swift's 23 adhesives plants give prompt, courteous *and* authoritative service throughout the United States and Canada.

Be sure your Pick-up, Lap End and Case Sealing adhesives *are* profit-makers. Call your Swift Adhesive Specialist, or write for additional details to Swift & Company, Adhesive Products Department, Chicago 9, Illinois.

Swift

105TH YEAR

To Serve Your Industry Better

WITH THESE ADHESIVE PRODUCTS

RESINS AND RUBBERS IN EMULSION OR SOLVENT • DRY, LIQUID AND FLEXIBLE ANIMAL GLUES • LIQUID DEXTRIN ADHESIVES

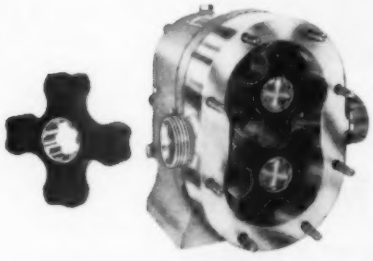
A-58

SWIFT & COMPANY

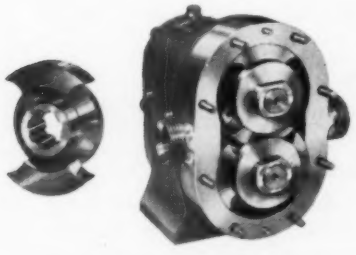
Adhesive Products Department, Chicago 9, Illinois

WAUKESHA
FOUNDRY COMPANY

the pump with the tender touch



WAUKESHA *RUBBER-IMPELLERED* POSITIVE DISPLACEMENT PUMP



WAUKESHA *METAL-IMPELLERED* POSITIVE DISPLACEMENT PUMP

non-pulsating . . . non-agitating . . . long life

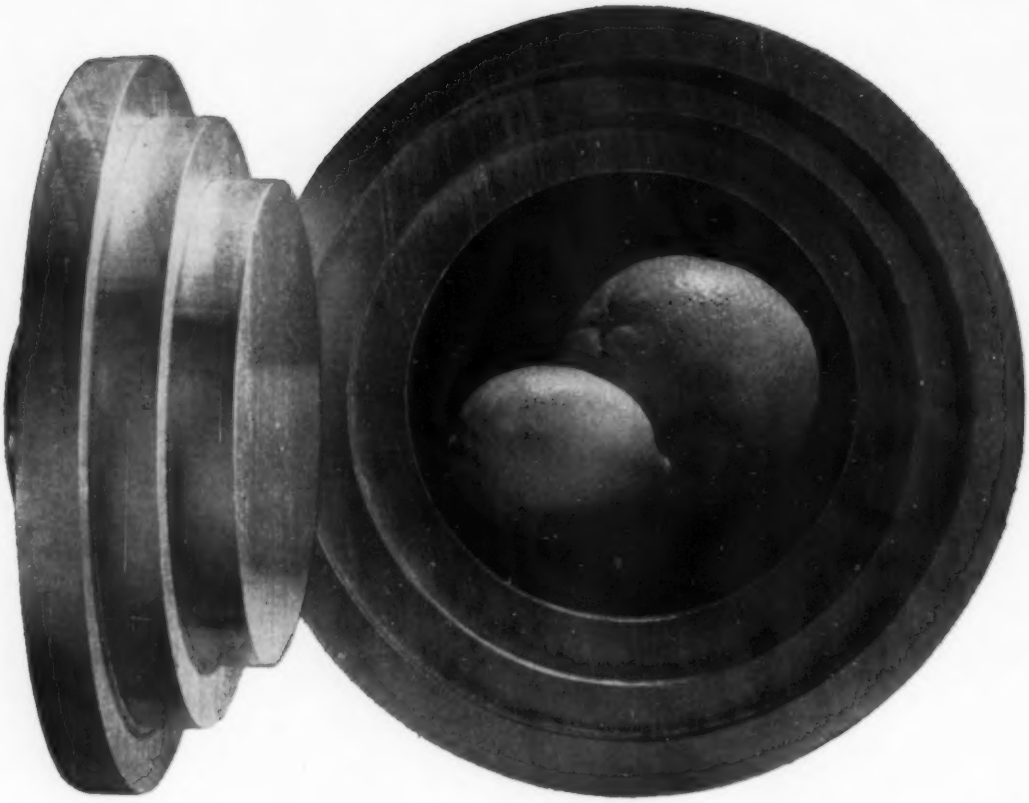
There is a reason why Waukesha positive displacement pumps retain the high quality and texture of your product: precise and selective application. Precision-balanced single lobe impellers move your product with care, guard against the destruction of discreet particles. Waukesha offers more than 500 pump combinations . . . capacities from 0 to 300 G.P.M., with rubber or metal impellers, in a choice of Stainless Steel or "Waukesha" metal (nickel alloy.) From such a range of possible pump applications, Waukesha's research staff is able to engineer a pump for your specific product and system. Waukesha: often copied . . . never equalled.

Nationwide engineering service . . . distributors located in major cities throughout the country. For information, call your distributor or write: Waukesha Foundry Company, Dept. 64, Waukesha, Wisconsin.

NOW — Waukesha offers a complete line of valves, fittings and centrifugal pumps.

Export Sales:
FMC International, San Jose, California
(Cable Address: FOODMACHIN)

WAUKESHA FOUNDRY COMPANY
Department · · Waukesha, Wis.



HELP YOURSELF TO OUR MOST EXPENSIVE RESEARCH

Have you a "good" product you'd like to convert into a superior one? A processing problem? An idea for a new product that doesn't quite come off?

Call on Sunkist citrus research for help.

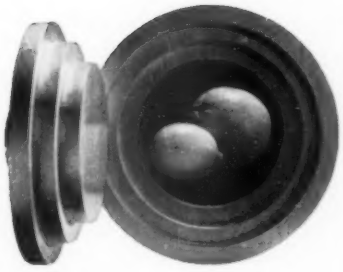
We've been working 44 years squeezing new uses and products out of California oranges and lemons. The payoff has been 118 U.S. Patents...and over 400 new products.

Exchange

All this "know how" is at your service. Sunkist technical men will be glad to work *with* you—in your own plant—or *for* you—in their own citrus research laboratory. Write, and a Sunkist man will call on you.

Sunkist Growers

PRODUCTS SALES DEPARTMENT



CAN LEMON JUICE DO A JOB FOR YOU?

If you're a food processor... fresh, frozen or canned... fruits and vegetables... fish or fowl... lemon juice can do *at least* one thing for you:

- It can prevent or retard off-flavor tendencies...
- Maintain and even enhance natural food flavor—keep food fresh-tasting longer...
- Prevent oxidation, preserve color, texture and flavor during and after processing...
- Adjust acidity in low-acid foods–retard enzyme action...
- Replace salt in low-sodium diet foods...

And that's only a beginning. The list of jobs lemon juice can do is an extensive one.

If you're not using it...you may be letting the competition get a lead on you. Don't market a product that's merely "as good as" the rest. Exchange Brand Concentrated Lemon Juice—made by Sunkist—can often make it superior for only a penny or two—and add a selling ingredient of distinction to your label.

Why not let your Sunkist man talk it over with you?

The address: Sunkist Growers, Products Sales Dept., 720 East Sunkist Street, Ontario, Calif.

LETTERS FROM READERS

Olive Data Needed

We have seen, in your issues of January and April 1957, some very interesting articles about plants for processing and packing of olives.

As we have definite plans to start a plant for processing and packing of olives, we would be thankful to you, if you could supply us with details about suitable firms in the U.S.A. who manufacture machinery for rinsing, pitting and packing of ripe olives.

Furthermore, we would be thankful to you, if you could find out for us whether there is any American literature about processing and packing of olives.

E. PETTERSSON

Theodoridis & Co. A.B., Hantverkargatan 34, Stockholm K, Sweden.

• *We have sent information to reader Pettersson, but would be happy if other subscribers would like to correspond with him direct, with further data*—Ed.

Research Data Available

Please find enclosed sample copies of U. S. Government Research Reports, Technical Translations, and the most recent Cumulative Index of Government Research Reports. This index is sold separate from subscriptions to the Research Reports.

Based on my experience with people in the food processing and food equipment field, I have found that items under the following index have been most frequently ordered:

Business equipment.
Data systems.
Computing, etc.

Containers (often found under the material used for producing containers).

Engineering Handbooks on various matters, such as fire-fighting equipment, sewage water systems, etc.

Food & Chemicals, also under materials, milk, rations, vegetables, etc.

Packaging, particularly such items as pressure tapes, cushioning material, etc.

MERRILL F. WOODRUFF

Chief, Domestic Trade Division, U.S. Department of Commerce, San Francisco, California.

•*U.S. processed food packers who are not familiar with the three series of reports referred to above—U.S. Government Research Reports, Technical Translations, Cumulative Index of Government Research Reports—should check with their nearest USDC office to see which ones might be of interest to them.—Ed.*

More Chili Being Packed

. . . As to the probable increase in production and distribution of canned Spanish type foods . . . many items commonly referred to as Mexican-style foods are available, but are more or less in the specialty category, and are not considered as volume items.

On the basis of chile con carne and tamales, it would appear from reports issued by U.S. Dept of Agriculture, the consumption shows a steady but slight increase each year . . . Chile con carne is rated among the top two or three canned meat items, in tonnage produced in federally-inspected plants.

J. G. MCCONNELL

Salesmanager, Gebhardt Chili Powder Co., 112 So. Frio St., San Antonio, Texas.

Wants Citrus Pulp Supply

Perhaps you could help us locate a packer in Florida who produces hot-pack citrus pulp packed in 5-gallon hermetically-sealed tins. We are interested chiefly in Seville orange, but also in Valencia orange, lemon and grapefruit. This product consists of finely-shaved peel and some juice, the seeds and cell segments (rag) having been removed.

We know of only one packer in California, which is already represented in Western Canada.

J. H. REAR

C. B. Powell Limited, 1206 Hamilton St., Vancouver 3, British Columbia, Canada.

• *Packers who are in a position to supply Mr. Rear are asked to write him direct.—Ed.*

Job Wanted

I am very much interested in obtaining a job in a factory dealing with canning fruit and vegetables.

I would like to get more information, if possible, dealing with the canning business. My main interest is in inspecting fruits and vegetables. I have no experience, but I am willing to learn.

BARBARA PARKS

1417 Willet Ave., S.E., Canton 7, Ohio.

• *The obvious direction for anyone interested in inspecting fruits and vegetables professionally is to contact one of the field offices of the: Marketing & Control Div., U.S. Dept. of Agriculture. The one nearest you is in Columbus, Ohio, at 436 Old Federal Bldg.*—Ed.

The Perfect Container doesn't Just Happen!

WHEN Mother Nature created the turtle, she gave him a comfortable house to live in. Mr. Turtle's portable, protective covering illustrates a container that does what it's supposed to do . . . best!

Canco's policy . . . packages that move!

In the food field, Canco creates the containers that do what they are supposed to do . . . best. From design, to store shelves, to pantry shelves, Canco develops packages that project themselves into sales . . . cans for fruits, vegetables, meats, fish, beverages and many specialties. A complete packaging policy explains why the best containers come first from Canco.

To help boost your sales and profits, put Canco's aggressive team of research, manufacturing, and marketing experts to work for your products.

GREAT CONTAINER IDEAS COME FROM CANCO

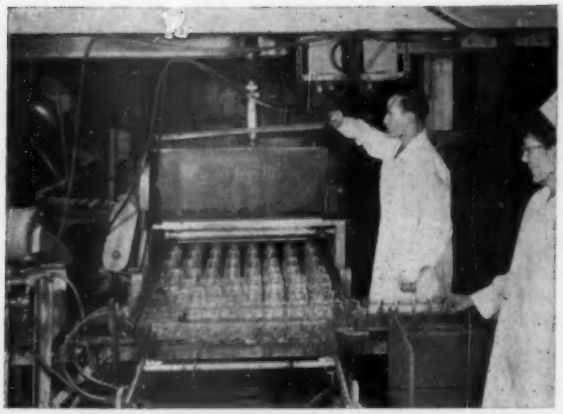
CANCO DIVISION
AMERICAN CAN COMPANY

How a determined dieter helps sell sugar packs

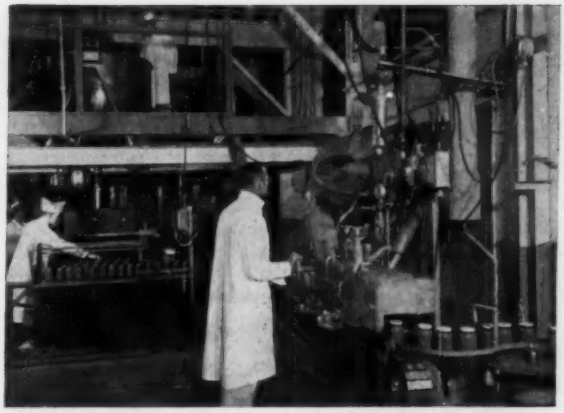
The hardest exercise for dieters is pushing away from the table. But the dieter you see above, appearing in a Sugar ad in LIFE, Sept. 19, doesn't find it hard. Sugar and products canned with sugar, help keep his appetite satisfied (nothing does it so fast).

This unusual example of sugar's benefits will be seen by 35 million people. It's a big market for sugar packs—and Sugar advertising is out to make it bigger!

SUGAR INFORMATION, INC.
New York 5, New York
SUGAR means sucrose (beet and cane)



EMPTY JARS move from White Cap unscrambler and cleaner into this Filler Machine Co. .eight-piston filler, to receive piccalilli, biggest-selling item packed by L. C. Forman Co., New York.



PRODUCT FLOWS from kettle at top left to filler beneath, then moves to right past counter to White Cap Vapor-Vacuum sealer at right foreground. Spray cooling will be next processing step.

Million-Case Pack of Piccalilli Moves Smoothly from New York Glassed Food Plant

L. C. Forman Co. claims title of New York's largest pickler. New products, quality, efficiency all contribute to the goal

By ROBERT G. DYMENT

L. C. Forman & Sons, Inc., Pittsford, N.Y., lays claim to the title of largest pickle packer of its state. This position was won over more than half a century of endeavor in the processed food business.

The company's story begins before the turn of the century, whe Louis C. Forman began buying cucumbers from farms, and then preserved them until manufacturers were ready to start processing.

After a few years, Foreman decided to do the processing himself, and began making pickles in a Pittsford plant. The quality of his product and the applications of up-to-date methods, brought his firm success and the business grew—until today, the company has become one of the major pickle processors in the United States.

Five Brings Enlargement

Fire destroyed the first plant and Louis Forman built a larger one on an eight-acre site. Soon his three sons, Albert, Walter and Wilbur, joined him in the enterprise and it continued to grow. In 1914 it was incorporated as L. C. Forman & Sons.

At that time all pickles were packed in 45 to 50 gallon casks and in 5, 10, and 15 gallon kegs. Delivery was made to retail grocery stores by horse and wagon. But throughout the years, the company has sought to accept and adopt new processing developments and equipment to increase overall efficiency in its operations. Today, nearly all the output is in the form of glass jars or metal cans. The company buys an average of three carloads of glass containers a week.

Recently modernized plants at Pittsford and Palmyra, N.Y., now pack the year's requirements. The factory in Palmyra, 50,000 square feet, is mainly for the production of sauerkraut, but it also makes pickles in the fall and accounts for about one-third of overall production. Packing lines at Pittsford turn out approximately 10,000 cases per day and at Palmyra about 4,500 cases per day.

High-Speed Equipment

At the Pittsford plant, with a total area of over 125,000 square feet, processed pickles and relish are handled primarily on the same completely new stainless steel packing line. The differences in handling techniques for the various products are that whole pickles are packed by hand, sliced items by semi-automatic machines and the relish in a fully automatic operation.

In packing relish, the empty glass is unloaded from freight cars directly on to a conveyer which runs the entire length of the plant, approximately a block in length. They discharge from this line to any one of the different packing departments.

The glass from the unloading conveyor goes directly to a White Cap unscrambler. From there it moves to a cleaner of the same make, and then to a pre-heater. The jars then pass beneath the ports of a Filler Machine piston unit, which fills them at a speed of approximately 180 per minute. The product is fed directly into the hopper of the filling machine from the mixing kettle.

Packing Operations

From the filling machine the jars move directly to a White Cap Vapor-Vacuum sealer, which applies Twist-off vacuum closures. From there they go directly to a spray cooler which was constructed especially for Forman to conform to company specifications. An air drier removes excess moisture, after which the jars continue to a vacuum detection device.

This machine, made by Crown Cork & Seal Co., removes any jar from the line where the seal or vacuum are inadequate, thus eliminating danger of later returns because of spoilage. From here the jars move directly into three

Biner-Ellison labelers. These were especially constructed for this operation because the style of the jar used for piccalilli and chow chow relish is such that the label has to be placed in a specific location rather than at random, as could be done if the jar were perfectly round.

The jars are conveyed to automatic Standard-Knapp casers, and continue on through a Standard-Knapp automatic case sealing machine. They are finally conveyed either directly to freight cars or trucks or to one of the company warehouses.

Mechanized Operation

During the operation, no one needs to touch a jar at any time. Everything has been made completely mechanical. Whole pickles are still hand packed, but after that step they follow the same procedure.

At the Palmyra plant, Forman packs sliced fresh cucumber pickles during July, August, and September. The balance of the year this plant is used to cut, cure and can sauerkraut.

Recently L. C. Forman & Sons installed a new Standard Metal Products pasteurizing unit that is used for both pickles and sauerkraut.

Fresh cucumber pickles are semi-automatically packed with a hand-pack type filling machine. There is a Salter Machine unit for putting the spices in the jars and a Magnuson Flocron dispenser, operated by an electronic eye, which delivers the correct amount of sweet brine to each jar.

New Products Make Work

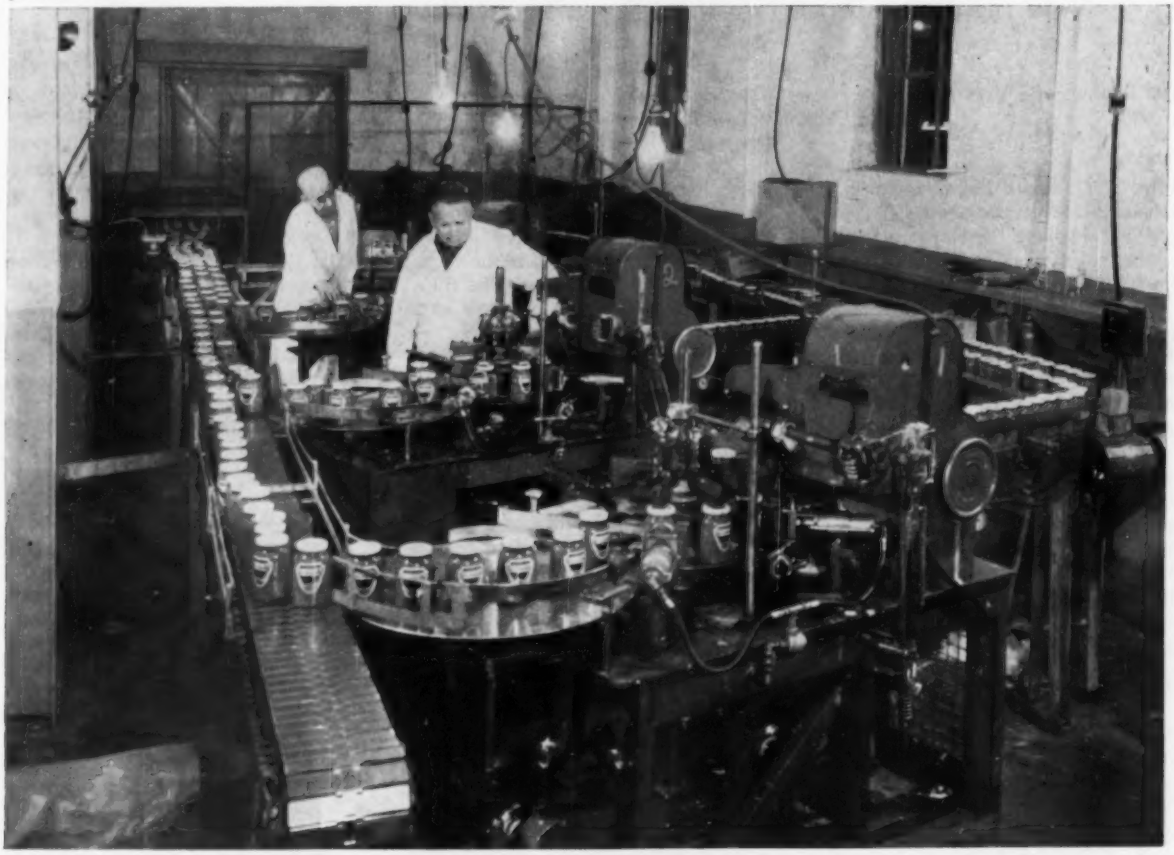
There are about 200 employees at the Forman plant—a few more than this during the rush season in the fall and a few less during the winter months. Helping to maintain this employment figure has been the development of new products, including pickle items, cider, vinegar, mustard and other condiments. About fifteen years ago the company began making piccalilli for the first time and it made an immediate hit, so much so that it has become the most popular product, selling more than a million cases a year. This product alone now amounts to about 40% of the company's output. This food, and other Forman merchandise, is distributed in thirty-eight states and Canada.

Forman buys more than 50,000 bushels of cucumbers each season and spends upward of $200,000 for these and other farm products—tomatoes, onions, cauliflower, apples and peppers. The cucumbers are cured in vats so they can be processed into pickles and packed throughout the year. Fifty years ago most of the products were packed with the hope that everything would come out satisfactorily. Today, in its modern laboratory, Forman's food technologists are continually checking to make sure that the firm's products are being marketed with the right proportions and correct processes.

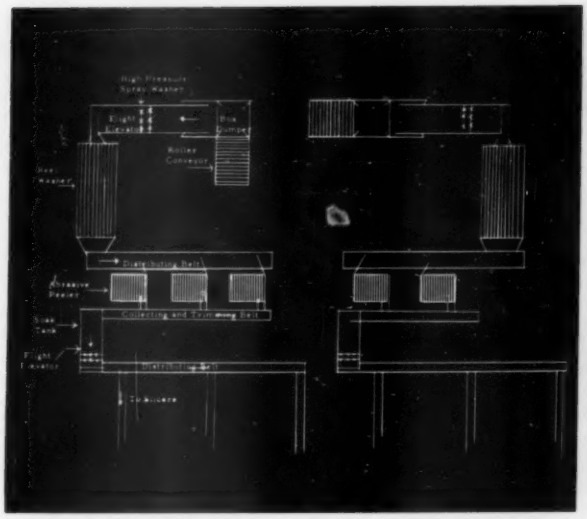
Business Continues as Before

The founder was president of the firm until his death in 1944, when Albert C. Forman became head of the business. The three brothers continued to operate the firm until 1958, when Walter died. The others carried on until February of 1960.

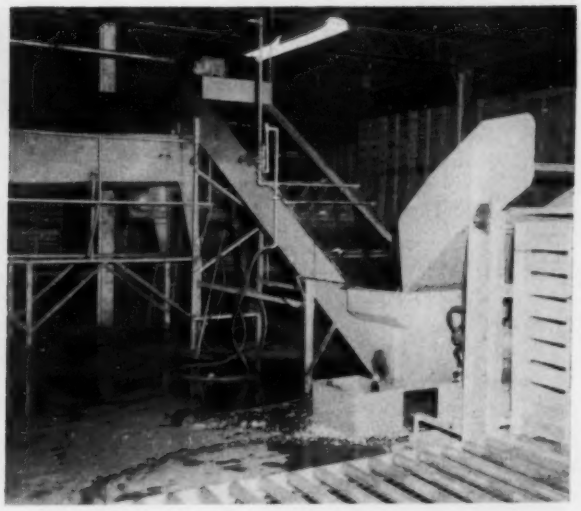
At that time the business was acquired by R. T. French Co., Rochester, N.Y. French officials, however, impressed with the record of progress and quality of the firm, have made it clear that for the forseeable future, L. C. Forman Co. (as it is now called) will continue to operate exactly as it has.



TO KEEP UP with its pack of several million cases of glassed products, the Forman firm depends heavily on mechanization. Here filled and sealed jars swing around the conveyor at right to three Biner-Ellison automatic labelers. When the spot labels are in place, the finished packs move away from the camera at left to the Standard-Knapp caser in the background.



TWO WASHING-PEELING LINES of Jay's Foods Co., are shown in schematic diagram.



FILLED PALLET BOX is pushed on rollers to dumper. Conveyor carries potatoes to reel washer.

Mechanized Potato Line Peels 10 Tons an Hour

A washing and peeling line to handle 10 tons of potatoes an hour was needed by Jay's Foods Inc., a large potato chip manufacturer in Chicago, Ill.

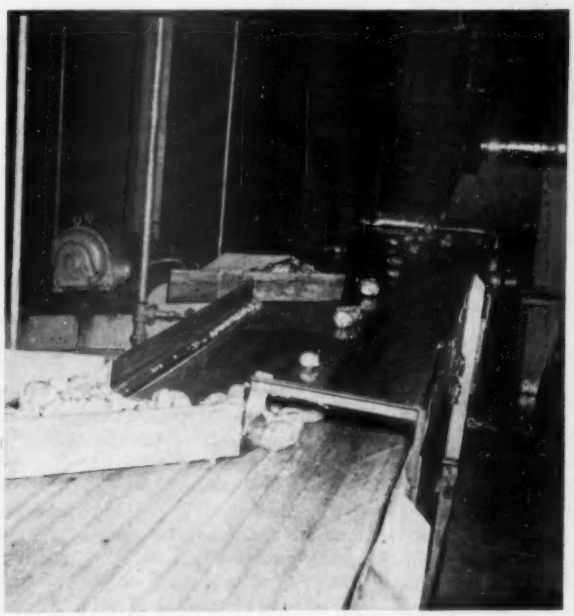
The line, devised by Theodore A. Peszynski, plant superintendent, five years ago and improved regularly since, starts by moving 500 lb. pallet bins of potatoes from warehouse to dumper.

The peeling and washing line is made up mostly of equipment of Food Machinery and Equipment Corp. The peeling tubes of the abrasive peelers have been recoated with an abrasive fibre coating by Milwaukee Motive Manufacturing Co.

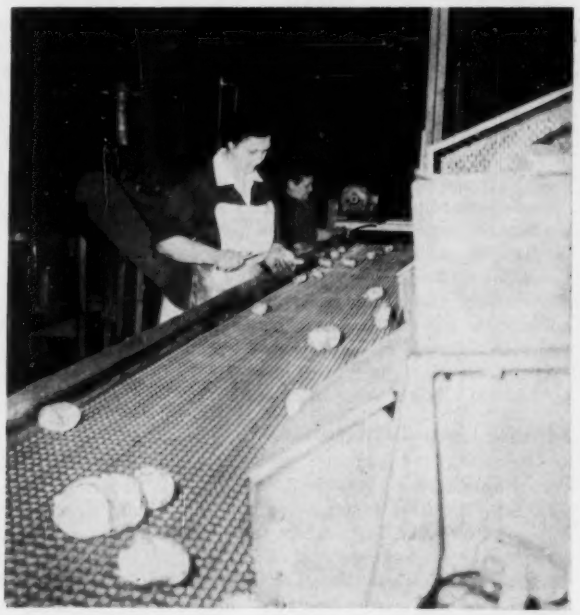
The potatoes which emerge from the final washing are distributed along the belts to the continuous slicing, frying, salting, packing lines.

Jay's Foods Inc., built its modern South Chicago plant in 1955. Production has expanded rapidly since then, until now the distribution blankets an area with a 100-mile radius from the city.

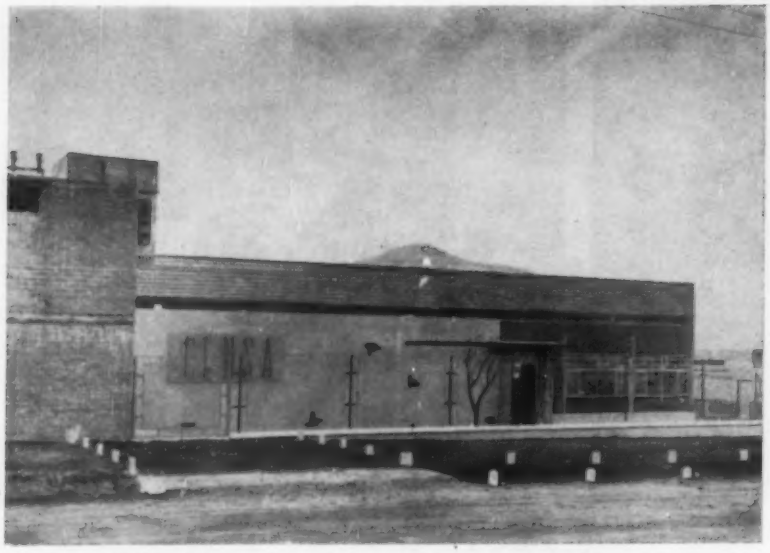
The president of the company is Leonard Japp, Sr. Thomas Stanislawski is vice president and treasurer.



DROPPING FROM WASHER, potatoes are distributed by belt among the series of abrasive peelers.



HAND TRIMMING and inspecting is done by women just before potatoes drop into soak tank for final washing.



NEW CENSA FROZEN FOOD PLANT in Morelia, Michoacan, Mexico. Office entrance at right.

Modern Freezer for Mexico

Exports will be 20 million lbs. in 1960. A sixth will come from CENSA in Morelia

By EDGAR M. HUYMANS

Mexico's experience with freezing and export of domestic strawberries has made possible the phenomenal expansion of an industry that was virtually non-existent only ten years ago. Exports of frozen strawberries began in 1948, with shipments of about 350,000 pounds. Six years later packing companies were shipping more than eight million pounds and current exports are expected to top twenty million.

The result has been keen competition between the fresh market and the freezing plants, as well as among the freezing plants themselves. To meet this competition and to adapt itself to the shifting conditions in strawberry cultivation, the most modern freezing and packing plant in the Republic was inaugurated the early part of the year in Morelia, Michoacan, Mexico.

Follows Leased Operation

The new plant is that of Congeladora y Empacadora Nacional, S. A.—CENSA—the lusty successor to HKN Packing Company, S. A., which for the past five years had operated a leased plant in Leon, Guanajuato. The inconvenience of the leasing operation and the evident shift in the strawberry producing center from the Bajio to Michoacan combined to make the Morelia investment both logical and opportune.

Mexican and United States capital have joined in the construction of this new four-million-peso plant capable of freezing some 45 tons of strawberries per day—enough to account for well over one-sixth of Mexico's total export production, when operated at capacity. President of CENSA is the well-known Mexican business leader, Ignacio Hernandez del Castillo; 1st vice-president is William E. Lamble, Jr., President of Southern Packing Corp. of Baltimore, Md.

Treasurer and Managing Director of the new firm is the writer, under whose direction the parent firm, HKN Packing Company, S. A., moved into a contending position among domestic freezers and exporters. HKN, for example, was the first local packing company to ship frozen strawberries in freight car lots to Canada.

Two-Nation Engineering

In the construction of the CENSA plant, Mexican and U.S. engineers and technicians coordinated their efforts to erect what is the most modern installation of its type in Mexico. The plant was designed and its construction supervised by native Morelians, Arq. Salvador Trevino and Ing. Manuel Rodriguez Morales. The machinery was designed and installed by Kohlenberger Engineering Corp. of Fullerton, Calif., under direction of Leonard G. Troeller. Southern Packing Corp's Frank Otremba supervised installation of the fruit-handling and preparation equipment.

An important "first" in the CENSA plant was the use of Dow Chemical Co.'s Styrofoam insulating material throughout. Bernard Green, an insulating engineer representing Pacific Foam Products Co., was in charge of this vital phase.

Although designed principally for strawberry freezing and packing, the CENSA plant will package other fruits and vegetables, particularly during the six-months "off season." Among the products that will be processed are peaches, apples, figs, and apricots—and long-range plans call for expansion into packing of asparagus, peas, broccoli, and other products for which markets exist or may develop.

The CENSA installations will employ the IQF (individual quick freezing) process, using a blast freezing system that converts trayfuls of strawberries into marble-like hardness in a few moments, after which the berries are poured easily into the shipping containers. During the harvest season —January through June — the plant will provide employment for as many as 400 girls, in grading, selecting, stemming, and weighing operations. The fruit is usually packed with dry sugar, which replaces the weight the berries lose in the stemming, washing and selection processes.

Has Both Freezer and Storage

Blast or tunnel freezing offers a substantial reduction in freezing time and will enable CENSA to freeze up to 45 tons per day. While the major part of production is shipped to ready markets, CENSA will take advantage of its ample storage space, with facilities for 13 railroad cars, to permit the spacing of shipments to meet the needs of clients and to make out-of-season deliveries when necessary. During a normal season, some 60 railroad cars, holding a total of more than 3,500,000 lbs. of berries, will be packed at the CENSA plant.

As a general rule, the fruit is packed into large 30-pound cans and shipped by refrigerated car or trailer to industrial consumers in the United States and Canada. Most frozen whole berries are used in making preserves and ice cream, with a smaller amount going into fountain supplies, pies and pastry. Purée is used mainly for preserves and ice cream, or may be combined with whole berries.

At the border, all berry shipments

are inspected by U.S. Dept. of Agriculture and U. S. Food and Drug Administration. Whether the fruit is for foreign or domestic consumption, however, the same high standards of quality and purity are maintained.

No Consumer Packs Today

For the present at least, CENSA plans to continue its emphasis on the industrial market, and is saving for future reference and ventures into direct consumer packaging. In addition to the export market, it has developed a domestic list of clients among ice cream makers, bakeries, fountains, and processors of preserves. Domestic clients include such well-known food product firms as McCormick de Mexico, Holanda and Ceremelados (ice cream), and Coronado (pies).

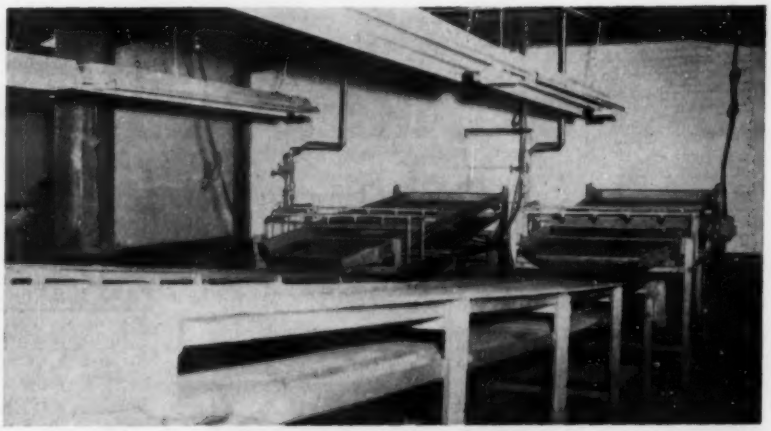
The Bajio strawberry district has been traditionally the most important in Mexico, although this leadership is now passing to the State of Michoacan, in the areas around Zamora and Morelia. Advantages of the Michoacan districts include unspent soil and more favorable growing temperatures. Planting time lasts from August to mid-September, and about 2½ months after planting, the first blooms appear. In another month the first fruits are ripe. If there are no late frosts, picking gets fully under way in January and lasts through the end of June.

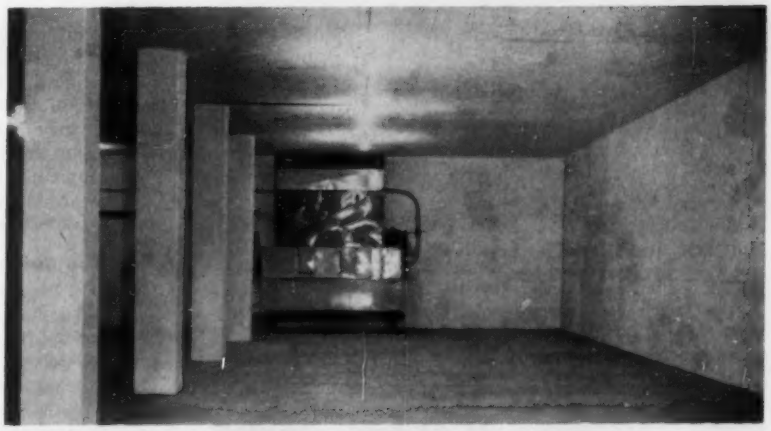
Growers under contract to CENSA cultivate about 350 hectareas and receive loans to meet the costs of planting and cultivation, with installments beginning in July or August.

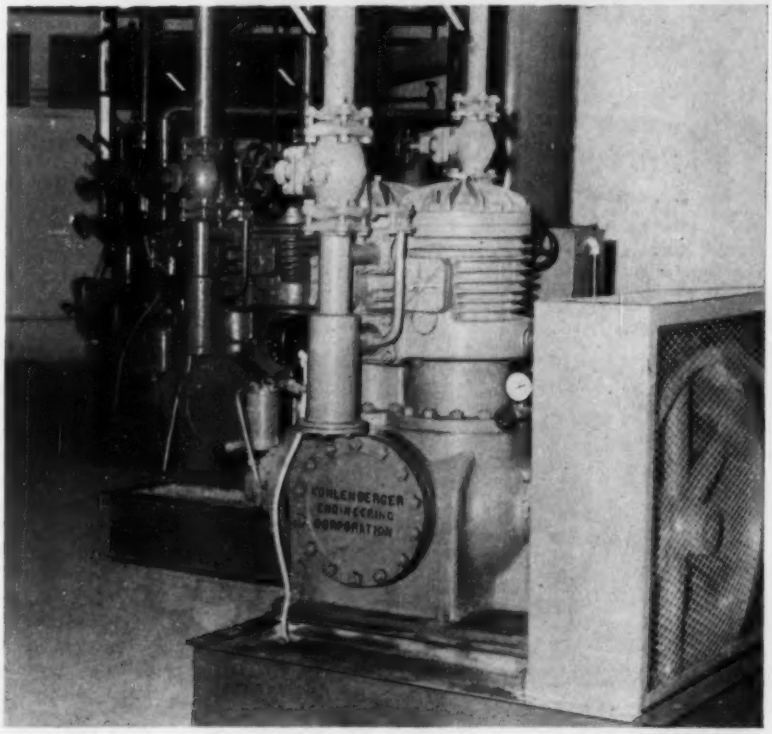
Klondike Variety Used

Up until about ten years ago, virtually all the strawberries grown in the Irapuato area were of the variety known as "Fina," of a strain that probably traces its origin to French plants introduced by Miximilian in the 1860's. "Finas," however are undesirable for freezing because of their hard tips, and in response to the freezing companies' needs, the "Klondike" was introduced in 1949. In five years, the Klondike became the dominant variety in the Irapuato district; the same shift has taken place in the Zamora and Morelia districts, where the old strain, "Fresa Criolla," has also been supplanted by the Klondike.

Close to the emerging strawberry cultivation centers around Zamora and Morelia, CENSA's plant still has ready access to the productive Bajio growing district. Company officials are optimistic about the future, with a growing domestic market and a vast export market ready to absorb virtually any quantity that Mexico's aggressive new packing industry can grow, freeze and ship.







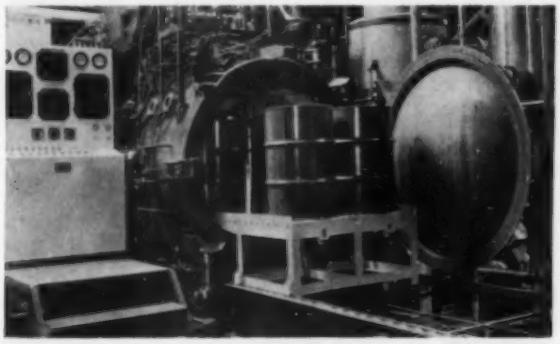
WASHERS and inspection tables for berries are seen in top view . . . Portion of freezer warehouse (middle picture), with capacity of 13 60,000-lb. cars . . . Twin Kohlenberger compressors, and two boosters, provide refrigeration for freezing and storage.

JUICE-DRINKS, ADES and PUNCHES

A New Canned Food Line that Sets Sales Records

FRUIT JUICES which form the basic raw material for America's new and highly-popular canned juice-drinks come from many parts of the nation, and in many forms. Here fresh juice is being extracted directly from the fruit in a battery of citrus extractors at Paramount Citrus Assn., grower-owned California processor.

FROZEN JUICES also are widely used in the blends of juice-drinks, especially for the more exotic varieties. Here slush-frozen pineapple juice is pouring into polyethylene bags, which in turn have been inserted in fibre shipping containers, in the Honolulu (Hawaii) plant of Hawaiian Pineapple Co.



BULK SHIPMENTS of juices and juice-concentrates are also made in metal drums. In some instances, these juices also are frozen. In others, as in this picture at Thornton Canning Co., California, the product is sterile-packed by a patented process. Apricot concentrate is being filled into these containers.

PART I: BACKGROUND AND HISTORY

In the marketing year that ends this September 30, three dozen U.S. canning companies will pack and sell 36 million cases or more (basis 24/2's) of a line of products which certainly must be classed as unusual.

They were unknown ten years ago.

They are used both as foods and as beverages.

They are put together by assembly-line techniques seldom known in the business.

Their basis is fruit, but they are relatively immune to the problems of crop fluctuation and heavy seasonal inventories.

Their juice content is diluted with varying proportions of water, but their nutritive value is often augmented with added ingredients.

They are the canned juice-drinks, ades and punches, now making sales history in groceries throughout the U. S.

First the Juices

Behind the rise of juice-drinks lies the long history of the U. S. juice industry.

Processed juices were born in Vineland, N. J., in 1869, when Welch put up his first grape packs. Apple cider followed, being already available in unpasteurized but bottled form. World War I saw the rise of processed berry juices. In this same period, Sunkist Growers was teaching America to consume fresh citrus in juice rather than fruit form, since this increased the per-meal usage.

In the 1920's, canned grapefruit and tomato juices swelled the juice flood. Early in the 1930's, orange and pineapple joined the parade, and lemon shortly thereafter. Prune juice also was first packed early in the 1930's, and the first canned nectars in 1936. Blended citrus juices, and some other juice blends, also were introduced in the 1930's.

Then the Concentrates

While juices in single-strength form were growing in popularity, other developments were occurring which were to prove equally important to the juice-drink business.

Processed concentrates began to be produced and sold in increasing volume. Much of the pack was in No. 10 or gallon cans, for sale to domestic soft drink bottlers and other users. Some also was in barrels, preserved with sulfur-dioxide and largely exported.

In addition, the dairy orange ade business—so named because processors shipped concentrated orange-drink base to dairy delivery companies for reconstitution and delivery—boomed under the leadership of such firms as Mission Dry and Bireley's.

Finally, frozen concentrates appeared on the scene. These not only added further to Mrs. Housewife's appetite for juice products, but also came to provide her with bases from which she could produce juices or beverages at home (first from lemonade concentrate, later from various punch concentrates). Today frozen concentrates also form an important raw material for drinks.

And the Juice-Drinks

In the late 1940's, several companies began canning a ready-to-serve orange juice drink, and then began to put

up blends in the same fashion. A predecessor of Minute Maid Corp. in Florida, and Silzle Corp. in California were among these pioneers in the orange-drink field, and Pacific Hawaiian Products Co. of California and Lincoln Foods of Massachusetts were early starters in other flavors. The first of these may have been the pioneer in fortifying its product with ascorbic acid; in any event, it made a strong point of the feature by naming its drinks "Hi-C."

Several technological developments made possible the establishment of juice-drinks, ades and punches. One was the evolution of low-temperature evaporation, as used in frozen citrus concentrate production. Also vital was mastery of control and addback of volatile flavor constituents.

Soon additional flavors were developed. These, plus enthusiastic consumer acceptance, and awareness in the industry that these were profitable items, brought in many additional packers, including those with nationally-advertised brands. The result was rapid expansion of the business.

Also a development of the 1950's was a sort of "distribution partnership" among firms in various sections of the country, whereby the same brand is canned and distributed by several companies otherwise unrelated.

* * *

PART II: PRODUCTION AND MARKETING

Well over a dozen fruits are currently being used in the production of canned U.S. juice-drinks, ades and punches. A fairly complete list includes apple, apricot, berry (boysen, rasp, straw), grape, grapefruit, guava, lemon, lime, orange, papaya, passionfruit, peach, pear, pineapple and prune.

Of vital importance to the business is that these raw products, grown in widely scattered areas, may be processed by improved techniques so that they can be delivered to packers in any section of the country with flavor, color and other values substantially intact. Some reach the canner in fresh or (in the case of prunes) dried whole fruit form. Many are concentrates, produced largely in low-temperature evaporators and shipped in No. 10 cans, in frozen form in cans or drums or fibre, and in the Rheem-Thermovac sterile-packed drums. Those with more potent flavors also are shipped as single-strength juices—canned, frozen or chilled. Some canned or frozen puree also is used, and some juice powders.

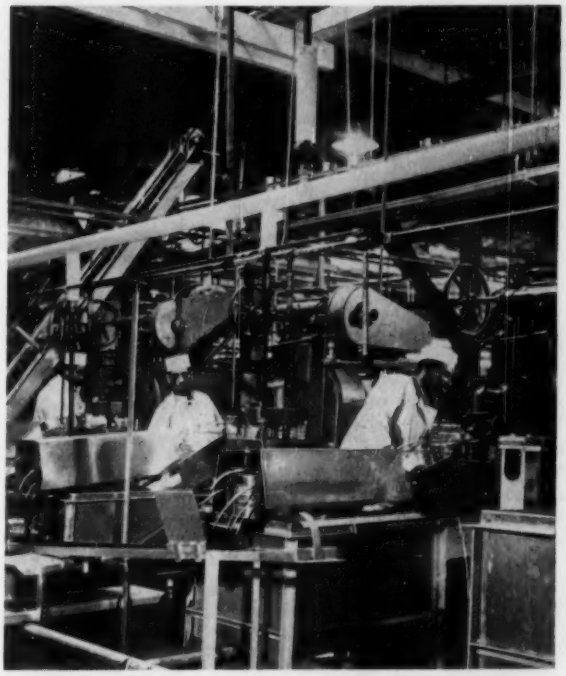
Other ingredients are citric acid; sweeteners—including products of cane, corn and beet, plus calcium cylcamate for low-calorie packs; and vitamins—C in almost all varieties, A, B^1 and B^2 in some. The added vitamins standardize existing values, and add new ones.

Processing Is Simple

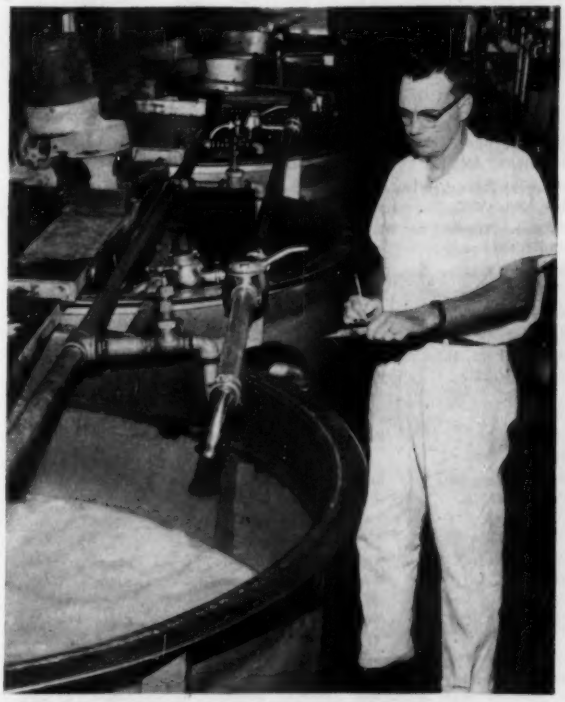
As accompanying pictures indicate, manufacture of the drinks consists of blending and mixing the ingredients to the predetermined formula in large tanks, flash pasteurizing followed by semi-cooling, filling with conventional equipment into cans while hot enough to need no further sterilization, and the usual double-seaming, cooling, labeling if required, and casing.

The initial success of the canned drinks was secured in 46-oz. tins, which still lead the parade nationally, according to American Can Co. The 32-oz. tall can has moved up rapidly, however, with the 29-oz. also being important, and with some quantities going into smaller cans and into glass. Emphasis has been upon packages that will sparkle and stand up under exposure to moisture and to chilling; Canco reports that many of the cans it is currently producing at a dozen locations for juice-drinks are lithographed, some in four and six colors.

Although processing is not a complex operation, packers warn that developing satisfactory formulae is not as easy as it looks. Percentage of juice in the various packs ranges



GALLON-SIZE TINS can be handled efficiently in a juice-drink operation. In the picture above, showing a juice-drink line in a plant of the California Packing Corp., the #10 cans are opened mechanically, dumped automatically in the twist of the can track. The juice pours into the tank; the empty can drops on to the conveyor and is removed. In his fashion, juice or concentrated juices can be pumped or gravity-fed into blending tanks.



JUICES AND CONCENTRATES are then blended with water, sweeteners, vitamins, etc., in large stainless steel tanks. Agitators, like those at upper left in this Indiana Stokely-Van Camp plant, make sure that all the ingredients are well-dispersed. Operations like this are handled quickly, to avoid oxidation problems.

from token quantities to over 50%; care is taken not to get too much of a strong-flavored variety into a blend; two flavors that are pleasant apart can be impossible when put together.

Merchandising Is Competitive

As an accompanying table shows, the canned juice-drinks, punches and ades, are being packed and sold by both owners of nationally-advertised brands and by those with more limited distribution. Among the former are such companies as Calif. Packing Corp., Libby, McNeill & Libby, Dole Hawaiian Pineapple Co., Minute Maid Corp. and Stokely-Van Camp. The latter range from small local operators to such well-known companies as Duffy-Mott Co. in New York and Richmond-Chase Co. in California.

A Directory of United States Processors of Shelf-Pack Canned Juice-Drinks

As reported to Canner/Packer in response to a questionnaire. In view of the rapid expansion of the industry, the list is incomplete.

FIRM/CITY	BRAND/ PRODUCTS	VITAMINS ADDED	SWEETENERS USED
Aunt Nellie's Foods Clyman, Wis.	Aunt Nellie's pine-grapefruit	C	
Butterfield Canning Co. Muncie, Ind.	Ring O orange		
Calif. Packing Corp. San Francisco, Calif.	Del Monte pine-apple-grapefruit	C	corn/cane
	Del Monte pine-apple-orange	C	corn/cane
	Del Monte pine-apple-pear	C	corn/cane
	Del Monte Orange-apricot	C	corn/cane
	Del Monte pine-apple-apricot	C	corn/cane
Case-Swayne Co. Santa Ana, Calif.	Case - Swayne pine - grapefruit	C	
Central Canning Co. Cedarville, N. J.	Slim - Trim dietary orange	C	calc. cyclamate
	Slim - Trim dietary fruit punch (orange, cranberry, pine, cherry)		calc. cyclamate
Cerna Food Prods. Co. Chicago, Ill.	Pina - Ora pineapple-orange	C	cane/beet
Duffy-Mott Co. New York, N. Y.	Mott's A.M. (orange, pine, prune, apple, apricot)	A, C	cane
	Mott's P.M. (apple, grape	B^1, B^2	cane
Hallberg Canning Corp. Sebastopol, Calif.	Redwood Empire ap-ple-boysenberry		cane/beet
Hawaiian Pineapple Co. San Jose, Calif.	Dole pineapple-grapefruit	C	sugar
Harlingen Canning Co. Harlingen, Texas	Hartex pineapple-grapefruit	C	
Hi-Flavor Packing Co. Philadelphia, Penna.	Pantry Pride pine-grapefruit	C	
H & M Packing Co. Brooklyn, N. Y.	Coronet pineapple - grapefruit	C	
Holly Hill Cit. Sales Davenport, Fla.	Holly Hill pineapple-orange	A, C	corn/sucrose
	Holly Hill pineapple-grapefruit	A, C	
Junge Co. Seattle, Wash.	V-C orange	C	sugar
Kay Packing Co. Baltimore, Md.	Round - the - Clock orange-apricot	C	sugar
	Round - the - Clock pineapple-orange	C	sugar
KayPeck, Inc. Westfield, N. Y.	Kay Peck's grape	C	sugar
	Kay Peck's grape-apple	C	sugar
	Kay Peck's cherry-apple-berry	C	sugar
	Kay Peck's apricot-orange	C	sugar
	Kay Peck's pine-apple-orange	C	sugar
	Kay Pecks pine-apple-grapefruit	C	sugar
Keystone Co-op Grape North East, Penna.	Keystone grape	B^1, B^2	cane
Libby, McNeill & Libby Chicago, Ill. (Libby's)	Deep - minted pine-apple	B^1, B^2, C	sugar
	Peach-grapefruit	..	sugar
	Pineapple - grape-fruit	C	sugar
	Pineapple-strawberry	..	sugar
	Tropi - Cal Punch (pine, grape, apricot, papaya, guava, pas-sionfruit)	..	sugar
	Pineapple-raspberry	..	sugar
Lincoln Foods, Inc. Lawrence, Mass. ("Lincoln") ("Fresha's")	Punch (orange, pine, grapefruit) Orange Orange-pineapple Orange-grapefruit Pineapple - grapefruit Grape	C	cane
Major Brands Inc. Corning, Iowa	Major pineapple-grapefruit	C	
Minute Maid Corp. Hi-C Division Orlando, Fla.	Hi-C orange	C	sucrose/dextrose
	Hi-C grape	C	sucrose/dextrose
	Hi-C pineapple-grapefruit	C	sucrose/dextrose
	Hi-C punch (pine, grapefruit, orange, grape, passionfruit, guava)	C	sucrose/dextrose
	Hi-C orange-pineap-ple	C	sucrose/dextrose
Mrs. Schlorer's, Inc. Philadelphia, Penna.	Hawaiian Gold pine-apple-grapefruit	C	cane
Ocean Spray Cranberries Hanson, Mass.	Cranberry juice cock-tail	C	..
Old Virginia Pkg. Co. Front Royal, Va.	Old Virginia grape	C	..
Pac. Haw. Products Co. Fullerton, Calif.	Hawaiian Punch (orange, pine, apri-cot, papaya, guava, passionfruit)	..	cane/beet
	Hawaiian Golden Punch (passionfruit, pineapple)	..	cane/beet
Paramount Cit. Assn. San Fernando, Calif.	Cal Fame orange	C	sugar
	Cal Fame pineapple-grapefruit	C	sugar
	Cal Fame pineapple-orange	C	sugar
	Cal Fame lemon-lime	C	sugar
	Cal Fame pineapple-lime	C	sugar
	Cal Fame orange-apricot	C	sugar
Realemon-Puritan Co. Chicago, Ill. ("Cal-Fame") ("Realemon")	Orange	C	sugar
	Pineapple-grapefruit	C	sugar
	Pineapple-orange	C	sugar
	Lemon-lime	C	sugar
	Pineapple-lime	C	sugar
	Orange-apricot	C	sugar
Reymer & Bros. Inc. Pittsburgh, Penna.	Blennd orange-lemon	C	cane
	Blennd pineapple-lemonade	C	cane
	Blennd punch (grape, grapefruit, orange, lemon)	C	cane

In addition, there are firms which specialize in this field. Best known of these is Pacific Hawaiian Products Co. of California, which was a pioneer packer of canned drinks, produces nothing but such products today, and has recently moved into a new plant with added capacity and efficiency features.

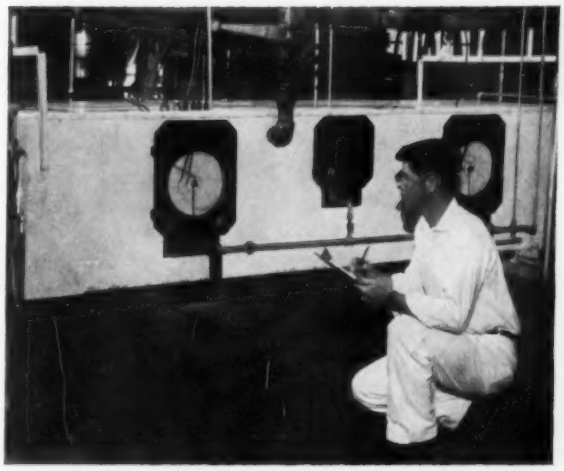
Finally, there are co-packers—firms which share with

Ades and Punches

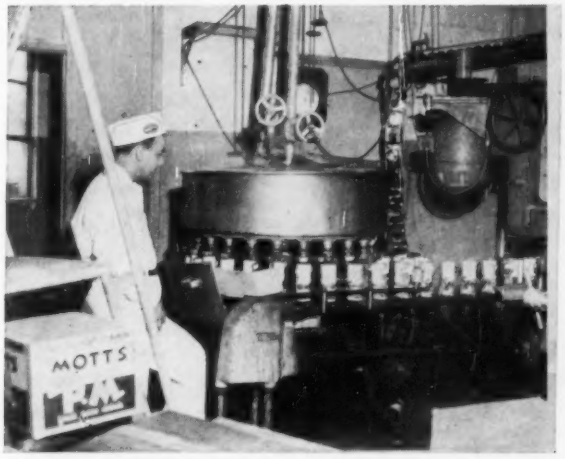
FIRM/CITY	BRAND/ PRODUCTS	VITAMINS ADDED	SWEETENERS USED
Richmond-Chase Co. San Jose, Calif.	Heart's Delight (apricot, orange, pineapple, grapefruit)	C	cane
Santa Clara Packing Co. San Jose, Calif.	Glorietta orange-apricot	C	sugar
	Glorietta pineapple-peach	C	sugar
Seneca Grape Juice Corp. Dundee, N. Y.	Grape 'n' Lemon	C	cane
	Apple Ade	C	cane
E. A. Silzle Corp. Anaheim, Calif.	Pineapple-Grapefruit	C	sugar
	Orange	C	sugar
Snively Groves, Inc. Winter Haven, Fla.	Cypress Gardens pine-grapefruit	C	
So. Fruit Distributors Orlando, Fla.	Bluebird pineapple-grapefruit	C	
Stokely-Van Camp, Inc. Indianapolis, Ind.	Ping (pineapple, grapefruit)	C	cane
	Pong (pineapple, orange)	C	cane
	Pi-Li (pineapple, lime)	C	cane
Sunshine Pkg. Corp. North East, Penna.	Sunshine grape		cane
Welch Grape Juice Co. Westfield, N. Y.	Welch's grape	B^1, B^2	cane/corn
Westerfield Food Prods., Inc. Westfield, N. Y.	Westfield pineapple-grapefruit	C	
D. E. Winebrenner Co. Hanover, Penna.	Breakfast Cocktail (apricot, orange)	C	cane
	Breakfast Nectar (orange, pineapple)	C	cane
	Breakfast Delight (grape, apple)	B^1, B^2	cane
	Breakfast Treat (orange, grapefruit)	C	cane

Additional Co-packers and Custom Packers (incomplete list)

Brooks Foods, Inc. Collinsville, Ill.	Pina-Ora pineapple-orange Hawaiian Punch Hawaiian Golden Punch
Illinois Canning Co. Hoopeston, Ill.	Dole pineapple-grapefruit Heart's Delight apricot-orange-grapefruit-pineapple Blennd orange-lemon-pineapple
Realemon-Puritan Co. Chicago, Ill.	Breakfast Cocktail orange-apricot Breakfast Delight grape-apple Breakfast Treat orange-grapefruit
Southern Canning Sales Highlands, Texas	Hawaiian Punch Hawaiian Golden Punch Blennd orange-pineapple
Thornton Canning Co. Lodi, California and Thornton, Calif.	Breakfast Cocktail apricot-orange Breakfast Nectar, pineapple-orange Breakfast Delight, apple-grape Breakfast Treat, grapefruit-orange
Kay Peck, Inc. Westfield, N. Y.	Dole pineapple-grapefruit
P. J. Ritter Co. Bridgeton, N. J.	Hi-C orange, grape, etc.
Beaver Valley Canning Co. Grimes, Iowa	Hawaiian Punch, Golden Punch Pine-Ora pineapple-orange



FLASH PASTEURIZATION raises the temperature in seconds to a sterilization level, then brings it down to 185° F. or so for filling. Various types of tubular units are employed. This equipment, at a Stokely-Van Camp plant, is carefully controlled by automatic time and temperature instruments.



FILLING IS HANDLED by conventional equipment, at temperatures elevated enough to keep the product sterile and to make the insides of the cans so. Here 32-oz. lithographed cans are filled at the Holley, New York, plant of Duffy-Mott Co. on a round-the-clock basis.

CAREFUL QUALITY CONTROL is essential, even though processes are relatively simple. Every packer therefore maintains a laboratory, plus Q.C. stations at strategic points in the plant. Here officials of Central Canning Co. in Cedarville, N. J., demonstrate how routine quality checks are regularly made.

Grateful acknowledgment is made to American Can Co. for four of the photographs and some of the information used in this report.

The importance of "VAPOR-VACUUM" in the Twist-Off concept

As of Fall, 1960, what are the true, basic reasons for the widespread acceptance of the Vapor-Vacuum Twist-Off idea? Is it just easy opening and re-sealing which has made this Vapor-Vacuum Cap so dominant?

Certainly, it was the convenience factor that started this far-reaching change. But, in the long run, such a major transformation had to grow out of something more than ease, alone.

It is now quite clear that this "something more" is SECURITY —security of two kinds:

1st, there's security for the food in the package—*because the cap is a true Vapor-Vacuum Cap*, with all the protective qualities that this famous brand-mark implies.

2nd, there's the security that grows out of the unique field service and engineering cooperation which supports all Vapor-Vacuum Sealing activities and helps all Vapor-Vacuum users to achieve maximum production and economy on their lines.

And, finally, there's the ultimate security of having White Cap know-how on tap and having White Cap research and development incessantly at work to assure packers of continuing progress.

So, it's quite clear that it is this multiple combination of *security* factors, along with maximum convenience, which has made it possible for so many packers to cash in on ¼-turn convenience *with complete assurance.*

VAPOR-VACUUM®

Twist-Off™ Caps

WHITE CAP COMPANY

DIVISION OF CONTINENTAL © CAN COMPANY

9-60

NEW "Twist-Off" CAP

the originator of a line the packing and distribution of that line. Typical of these are Illinois Canning Co. and Brooks Foods. Such firms are either custom packers or co-packers, or somewhere in between.

With these various types of packers all battling for the market, and with the production rising year by year, canned drinks are becoming more and more competitive, and marketing increasingly aggressive.

PART III: THE PRESENT AND THE FUTURE

Nobody knows exactly how many cases of juice-drinks, ades and punches are produced in the U.S. today. The only available figures are those on consumer purchases, developed by Market Research Corp. of America in cooperation with U.S. Dept. of Agriculture and Florida Citrus Commission. This series reports U.S. consumer purchases as follows (for years ending Sept. 30, in thousands of cases of 24/2s, excluding concentrates and frozen):

Year	Orange Drink	Pineapple-Grapefruit Drink	All Others
1953-54	4,633	*	*
1954-55	5,076	*	*
1955-56	6,087	*	*
1956-57	6,463	6,024	*
1957-58	6,358	9,794	*
1958-59	5,959	12,970	14,000#
1959-60†	2,266	5,769	7,276

* Not available. # Estimated. †24 weeks only.

These figures indicate a 1958-59 pack of nearly 33,000,000 standard cases, and suggest a 1959-60 output of 36,000,000 cases or more. They also reveal a decline in the purchases of the orange-flavored drink, a recovery of pineapple-grapefruit in the second quarter of this year after a slow-down in October-December, and possibly a gain in the consumption of "all others," including those with one flavor, those with two, and the punches which feature a number of blended juices. They also show that pineapple-grapefruit is by all odds the most popular juice-drink blend.

Possible Standards

One problem that bothers the industry today is the variation in fruit content between the different brands and products. Obviously, drinks with maximum fruit content cost more to pack than those with lesser proportions. To remedy this difficulty, some of the packers favor establishment of mandatory federal standards of identity for the juice-drinks, and proposed standards are now under consideration by U.S. Food & Drug Administration for grapefruit-pineapple (see Fed. Reg. for May 6), and have been proposed for orange.

"Standards of identity are necessary to maintain product integrity, prevent confusion at the consumer level, and enable the consumer to select products with assurance of adequate fruit juice content for their intended use," declares a Calpak official. Similar positions are taken by such companies as Duffy-Mott, Pacific Hawaiian and Winebrenner.

Others, while not specifically advocating such standards, urge that some sort of minimum fruit juice content be established. Hallberg suggests 50% for single-flavor juice-drinks, but feels that less fruit might be allowed for punches and ades and for products just labeled "drinks." Lincoln proposes 33% for juice-drinks, Duffy-Mott 35%, Keystone 25%. Cerna Food Products would simply require that the label declare the actual juice content, and Holly Hill would like to see the inscription "Drink" or "Ade," and the ingredients, fully visible to the consumer.

Special Values Added

A major reason for the success of canned juice-drinks is that they have been given added nutrients in the form of vitamins—sharing, thus, in the recognition and publicity these supplements now enjoy. Ascorbic acid, or vitamin C, is the most popular. However, packers also report the addition of Vitamins A, B^1 and B^2.

At least one packer also is pushing the new products as low-calorie products. Central Canning Co. packs an orange drink and a punch, both sweetened with DuPont Cylan calcium cyclamate, and each reported to contain only one calorie per ounce.

Some reputable concerns, however, feel that it is still too early to set such requirements. "We have insufficient experience to come to a fixed standard of identity," says one spokesman. "We are opposed to standards of identity because we fear there will be consumer confusion between fruit juices and fruit juice drinks," adds another.

Future Outlook Good

The juice-drink industry looks for bigger volume in the years ahead, provided quality is maintained, and for a still greater variety of items.

"The consuming public has created an ever-increasing demand for these pleasant-tasting, light-bodied juice drinks," says D. M. Flock of Duffy-Mott. "The future of juice-drinks is promising. However, it is imperative that only high-quality products be marketed."

"The saturation point for grocery sales is estimated at 50% of the entire beverage industry output," adds A. Csiszar, Jr., of Cerna Foods Products. "We believe this is an expanding business, if a high standard of quality is maintained," says a Libby spokesman. "We visualize an excellent outlet, because this product is far superior to a great many of the emasculated beverages now being offered," concludes Richmond-Chass Co.

However, juice-drinks are not seen as an easy road to wealth for all. "Many will drop out due to poor quality and lack of consumer acceptance," expects a Seneca official. "The future looks good, and will continue so if inferior brands do not adversely influence the consumer," adds Southern Canning Sales. And, says a spokesman for Hi-C, "if regional canned fruit drinks of questionable quality continue to come and go, consumer acceptance could be impaired to a large degree."

The general picture is well summarized by Alfred J. Stokely, president of Stokely-Van Camp, when he says: "Very competitive, but encouraging for a product with a good name, good quality, and good consumer acceptance."

CLOSING UNIT for canned fruit drinks at Tipton, Ind., plant of Stokely-Van Camp. Closed cans then proceed through a spinner cooler before labeling.

Materials don't get manhandled on USS Cyclone Conveyor Belts

How much time is wasted in *your* plant because materials have to be manhandled—loaded and unloaded manually, or moved from place to place by old-fashioned, inefficient methods? USS Cyclone Conveyor Belts carry an astonishing variety of products through every kind of processing operation. They can pare hours—sometimes even *days*—off normal production time. They put an end to frustrating time lags, bottlenecks and down time. Naturally, this speedier production means higher profits.

Cyclone is the world's largest producer of metal conveyor belts. A Cyclone belt specialist can look over your operation and tell you which of our eight basic belt types will fill your requirements. Then a special conveyor system can be designed *exactly* to your specifications. Send the coupon today for a free booklet on USS Cyclone Conveyor Belts. No obligation.

USS and Cyclone are registered trademarks

Cyclone Sales Offices coast to coast.

American Steel & Wire
Division of
United States Steel

American Steel & Wire, Dept. 0360
614 Superior Ave., N.W., Cleveland 13, Ohio

Please send me your free booklet on USS Cyclone Conveyor Belts.

Name_____

Address_____

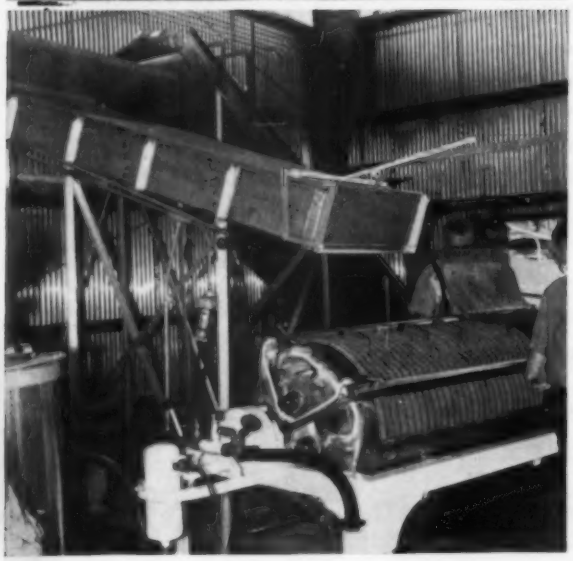
City_____ Zone____ State_____

Acerola Concentrate Frozen in Hawaii

Nutrilite subsidiary grows and packs rich Vit. C fruit

ACEROLAS are growing in the old lava beds on the big island of Hawaii. Overhead swirl the clouds that supply the young trees with needed moisture.

PREPARATION begins with the cherries being received on a woven wire belt, after which they go through this Brogdex detergent washer on a vibrating screen. Spray washing follows, and finally Trane hot-blast blowers remove the moisture.



INSIDE, cherries are inspected on a woven wire belt, go up elevator in background and slide down chute into German press in the foreground. This unit has nylon filament cloth, operates at 80 lbs. psi, takes a charge of 600 lbs.

A native of the Caribbean has recently become a kamaaina or resident of Hawaii, and promises to form the basis of a new processed food operation in the Pacific islands.

The newcomer is the acerola, often called the West Indian or Barbados cherry. Cherry-like in appearance, it is a small reddish fruit, lobed rather than round, and usually possessed of three pips rather than a single pit. Botanically, its name is Malpighia punicifolia L. In taste and texture, it most closely resembles the Northern crabapple.

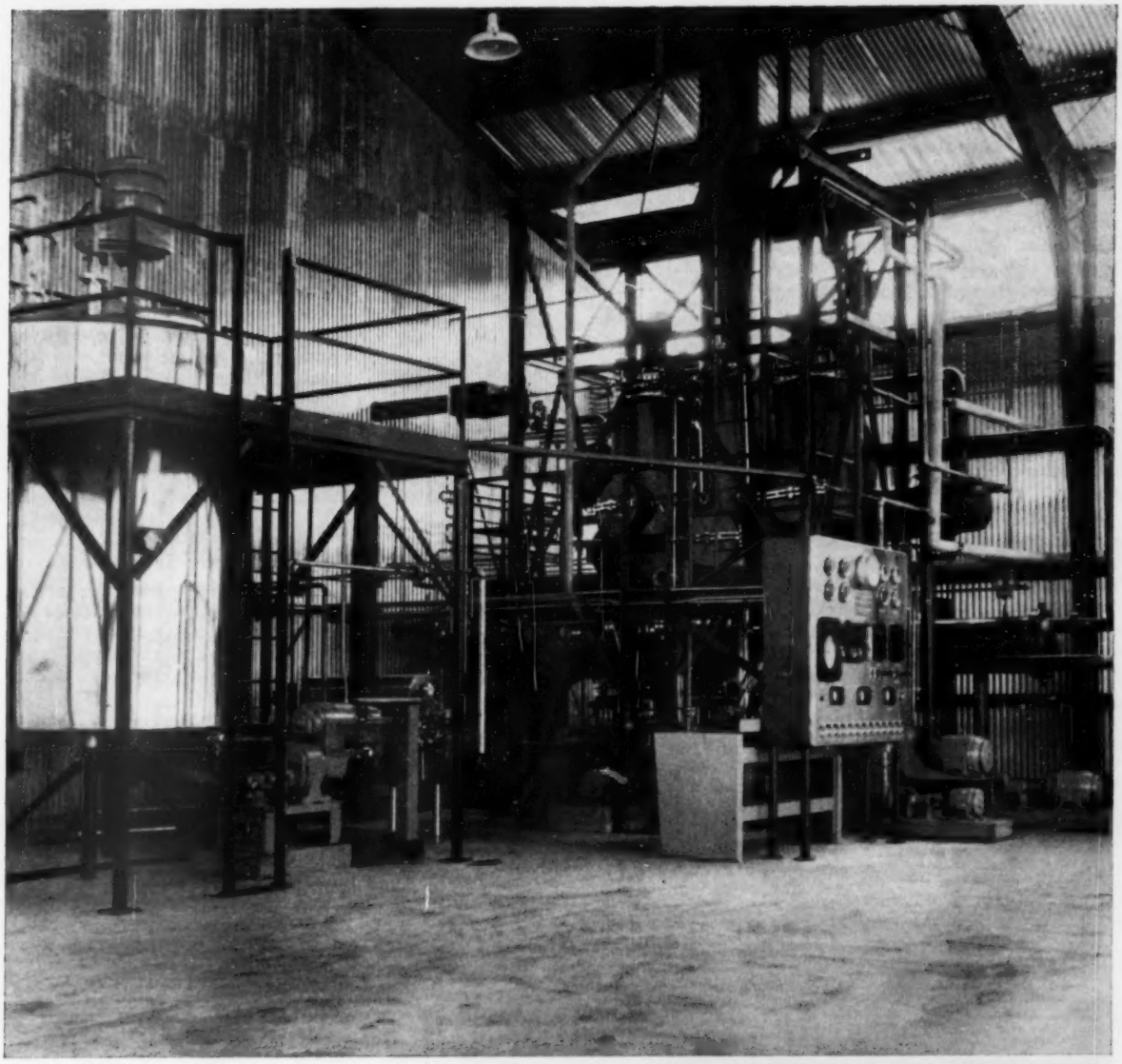
Natural Vitamin C

It is not the flavor, however, which induced Nutrilite Products, Inc., vitamin firm of Buena Park, Calif., to plant 700 acres of former lava beds on the island of Hawaii to acerola, and to erect a plant for producing a frozen concentrate from the expected harvest. The fruit's commercial appeal lies in the fact that it is a fantastically rich natural source of ascorbic acid or Vitamin C. In this regard, it is excelled only by rose hips. A six-ounce glass of acerola juice is said to be as potent in ascorbic acid as 15 quarts of orange juice.

Acerola cuttings begin to bear about 18 months after being set out. They reach maturity, or maximum bearing, in about five years. How long they will continue to produce in Hawaii remains to be seen. They are planted about 20 feet apart, and reach a height of up to 15 feet. They can be harvested four times a year.

Used in Concentrate

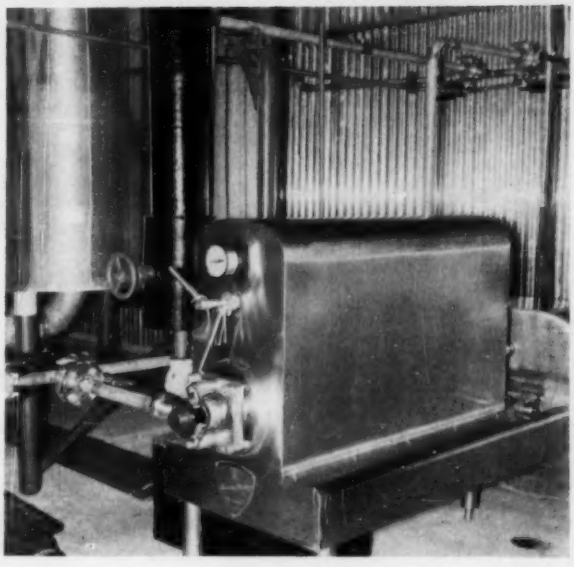
Care is being taken in processing to retain the rich ascorbic content. No iron or copper contacts the juice, since as little as 1 ppm will catalyze a vitamin-destruction process. Exposure to heat, sunlight or air must be avoided. When the concentrate has been made, it must be held under refrigeration, because it produces carbon-dioxide gas when stored at room temperature.



JUICE is caught in stainless steel pans, put through a De-Laval clarifier to spin out pulp, then is pumped by a Creamery Package sanitary unit to this E. J. Kelly & Assoc. triple-effect falling film evaporator. Temperature is 80° to 85° F.

Usage of concentrate is still to be developed. It can be incorporated in other juices or juice-drinks without affecting the flavor, retaining its C values better with frozen than with heat-processed beverages. It has a potential for such other products as frozen desserts, preserves, toppings and —in puff-dried form—dry mixes of various types. Nutrilite also hopes to find a market for it in the pharmaceutical trade, as a natural Vitamin C product.

In charge of the Hawaiian operation is Philip Morse, who came to Nutrilite after considerable experience in juice and concentrate operations with Sunkist Growers, Inc., Los Angeles, Calif.



CONCENTRATE is reduced in temperature in a Creamery Package single-pass scraped surface heat exchanger, then is stored under refrigeration until shipment.

CROPS/PACKS/MARKETS/PRICES

CANNED FOODS

Fruit and Vegetable Packs Down Slightly

Fruits: The U.S. 1960-61 pack of canned fruits is likely to be about 129 million actual cases all sizes, according to present crop indications and trade estimates. This would be slightly smaller than the pack of 1959-60, which totaled 134,888,000 actual cases. Smaller packs are expected for apple products, red cherries, pears and purple plums, with perhaps some minor reductions in other items. Stocks are slightly above average, movement well above earlier seasons.

Vegetables: Very preliminary indications point to a 1960-61 U.S. canned vegetable outturn of about 175 million actual cases all sizes, which would compare with 184,513,000 actual cases in 1959-60. Corn and tomato canners cut their 1960 acreage considerably, and a miserable season reduced the pea pack sharply. With the carryover this summer well below that of a year ago, supplies are adequate but considerably reduced.

Citrus: Fla. Canners Assn. reports that Florida packs of canned shelf-pack citrus items to the end of June have been as follows (thousands of cases 24/2s, season beginning Oct. 1):

Item	1958-59	1959-60
JUICES		
Grapefruit	10,093	9,310
Orange	13,256	15,117
Orange-grapefruit	4,212	4,380
Tangerine	772	229
FRUIT		
Grapefruit	4,572	4,003
Citrus salad	591	524

Asparagus: California's pack of asparagus in 1960 is reported by Canners League of Calif. as 2,141 thousand actual cases of white and 1,945 thousand cases of green. In 1959 the totals were 1,926 and 1,774 respectively. On the basis of standard cases of 24/2s, the total packs were 3,487 thousands in 1960 and 3,188 in 1959.

Milk: U.S. packs of canned milk in the first half of 1960 are reported by USDA as 1,152 million lbs. of evaporated and 35.4 millions of condensed. The evaporated pack is down 5% from the like period of 1959, but the condensed outturn is up 13%.

Pineapple: In the first month of the season starting June 1, 1960, Hawaiian-Philippine canners packed 2,470 thousand actual cases of pineapple and 1,467 thousands of juice, against 2,289 thousands of fruit and 1,575 thousands of juice in June of 1959, according to Pineapple Growers Assn. of Hawaii.

Cherries: California's 1960 pack of canned sweet cherries is reported by Canners League of Calif. at 301 thousand actual cases, against 182 thousands in 1959. In thousands of standard cases (24/2½s), the packs were 194 in 1960 and 118 in 1959.

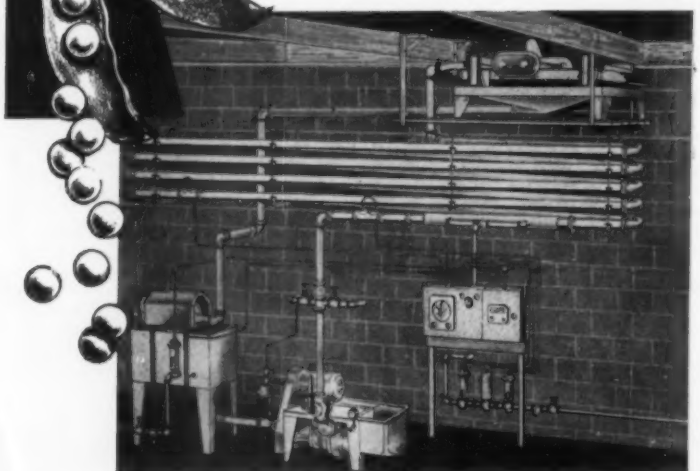
DRY FOODS

Some 1960 Packs Up But Others Are Smaller

Beans: Reflecting a smaller harvested acreage, the U.S. 1960 pack of dry edible beans is estimated by USDA at 17,296 thousand bags (100-lb, cleaned), down from 18,212 thousands in 1959.

Fruits: The U.S. 1960 dried fruit pack is expected to total about 410 thousand short tons, somewhat below

Scott Hydraulic Pressure Blancher Gives you 6 Big Advantages



1. **SANITATION:** Easily sterilized within minutes . . . no sharp corners or cracks for foreign matter to collect.
2. **FLEXIBILITY:** May be installed anywhere . . . floors, ceilings or walls! Large capacity; any length of blanch.
3. **UNIFORM BLANCH:** Commodity immersed in blanching water at all times. Sensitive air operated control, designed exclusively for the tubular blancher maintains accurate water temperature automatically.
4. **CLEANER PRODUCT:** Product in clean, running water. Sprays give final rinse. Helps remove leaf and dirt particles.
5. **SHORTER BLANCHING TIME:** Commodity is blanched under pressure resulting in shorter blanching time, better color, flavor, quality!
6. **STEAM ECONOMY:** Blancher is totally enclosed . . . steam cannot escape; starting time reduced to minimum.

THE Scott Viner COMPANY

The Scott Hydraulic Pressure Blancher gives you the things important to economic operation and a high quality product. Time tested and approved through years of service in plants everywhere. *Write today for complete information and detailed literature.*

1224 KINNEAR ROAD, COLUMBUS 8, OHIO

the 438 thousands packed in 1959. California's prune output is down slightly, the Northwest prune pack is practically non-existent, and the outlook is for a slightly smaller raisin outturn in California. No major change is expected in California's other dried fruit items, or in the Pacific Northwest's apple production.

Milk: U.S. output of dry milk products has been as follows in the first half of 1960, according to USDA (millions of lbs.): Dry whole — 59 (up 20% over the same period of 1959); nonfat spray process—998.6 (up 7%); nonfat roller process—89.6 (up 8%); buttermilk — 47.8 (up 14%).

Potatoes: U.S. packs of dehydrated potato products are expected to show further gains in 1960. Idaho, major processing state, has added materially to its production capacity, and its fall potato acreage is up from 201 thousand acres in 1959 to 223 this season. Total U.S. potato acreage in 1960 is 1,455,200 acres, against 1,412,000 in 1959. However, the late summer crop was disappointing in the West, and the fall harvest may not be as big as hoped for.

Eggs: Eggs used for drying in the first six months of the year amounted to only 98,951 thousand lbs. in 1960, compared with 135,566 thousands in the same period of 1959, according to USDA. Frozen production is also down, so it is unlikely that large quantities of frozen eggs can later be dried to make up the difference.

Peas: With acreage down a sixth, U.S. dry bean packers have produced an output of about 3,304 thousand bags (100-lb., cleaned) in 1960, contrasted with 4,375 thousands in 1959. Yields were subnormal in the three Pacific Northwest states of Washington, Oregon and Idaho, the three largest producing areas.

Nuts: U.S. 1960 harvests of three tree nuts are estimated as follows by USDA, with 1959 crops for comparison (short tons):

Item	1959	1960
Almonds, Calif.	82,800	54,000
Filberts, Ore.-Wash.	10,080	7,300
Walnuts, Ore.-Calif.	62,500	71,600

GLASSED FOODS

U.S. Pack Up 2% In First Half of 1960

Total Pack: U.S. manufacturers' shipments of glass containers to food packers ran a little more than 2% above 1959 in the first six months of 1960, according to USDC. Usage of narrow-neck food containers gained from 7,274 thousand gross to 7,690, while widemouth consumption went up from 20,906 thousand gross to 21,081. The combined total shipments to food packers were 28,180 thousand gross in the first half of 1959 and 28,771 thousand in 1960.

Tomato Products: U.S. catsup and chili sauce packs may show a slight decline in 1960, since U.S. processing tomato acreage is 3% below that of 1959 according to USDA. Substantial cuts were made in plantings in the Southern states. California upped its acreage 4%.

Pickles: U.S. cucumbers-for-pickles acreage is only 102 thousand acres in 1960, down 7% from 1959 and 28% below the 1949-58 average. Cucumber yields per acre have been coming up materially in recent seasons, so the harvest may equal that produced on the average by the bigger acreage of earlier seasons — although probably not up to the 1959 figure. The carryover into the new season this fall is expected to be below that of a year ago, so total supplies for 1960-61 will be considerably reduced.

Honey: The outlook is for a U.S. honey pack about on a par with the 248 million lbs. harvested in 1959. Beekeepers report a slightly larger loss of colonies this past winter than in the 1958-59 cold season, but the nectar flow so far this year has been better than that of 1959, notably in West and West-North-Central areas.

Peanut Butter: In the first 11 months of the 1959-60 processing season (beginning Aug. 1, 1959), U.S. glass-packers converted 341,136,000 lbs. of shelled nuts into butter, according to USDA. This is slightly more than the 337,970,000 lbs. used in the same period of 1958-59. Utilization for the full current year, therefore, is expected to be slightly greater than the 362,198,000 lbs. for the complete 1958-59 season.

Cherries: Italy, which supplied 55% of the U.S. brined cherry imports in 1958-59, reports a 1960 pack of 15,000 short tons, more than twice the 7,200-ton pack of 1959. The U.S. received 1,529 tons from Italy in 1958-59 . . . The U.S. 1960 brined cherry pack is expected to show a larger output in California, but a smaller tonnage in other important processing centers.

FROZEN FOODS

Packs Run Smaller In Several Lines

Eggs: In the first half of 1960, U.S. egg freezers processed 280 million lbs. of eggs, considerably less than the 319 millions in the January-June period of 1959.

Strawberries: Through July, deliveries of strawberries this year for processing (for freezing only in California) have run well below 1959. According to USDA, arrivals in important states have been as follows, in thousands of lbs.:

State	1959	1960
Arkansas	4,533	5,173
California	44,108	41,047
Kentucky	6,691	1,300
Louisiana	1,450	508
Michigan	9,854	11,240
Oregon	85,656	68,075
Tennessee	5,652*	12,000
Washington	37,745	35,594
TOTALS	195,689	174,937

*Considerably incomplete.

Other Berries: The boysenberry pack has been seriously smaller in California and the Pacific Northwest than that of 1959 . . . Production of blackberries in California, the Northwest and the Midwest promises to be a little larger than that of last season, and the California olallieberry output is also up moderately . . . In the Midwest, the black raspberry harvest has been better than that of 1959, but Oregon production has been short . . . The Northwest red raspberry pack is up a shade this year in Oregon, but down slightly in Washington . . . In Maine, the blueberry crop is expected to total just under the 1959 figure.

Asparagus: The 1960 U.S. pack is reported by NAFFP as 32.7 million lbs., identical with the 1959 outturn. Only significant changes were a greater proportion of the 1960 pack in the West, and a shift toward retail from institutional sizes . . . Calif. Freezers Assn. reports the California producion at 12.7 million lbs. in 1960 against 10.9 millions the year before.

Seafoods: U.S. production of frozen fish in the first half of the year totaled only 125.5 million lbs. in 1960, against 134.0 millions in January-June of 1959. Shellfish packs declined after a strong start in January, and processing of saltwater free-swimming fish has been well below the 1959 mark. Data are from USFAW.

Citrus: Packs of frozen Florida concentrates, from October 1 through June 30, compare as follows in the last two seasons, according to Fla. Canners Assn. (in thousands of gallons):

Item	1958-59	1959-60
Grapefruit	4,910	1,611
Orange	79,840	78,164
Orange-grapefruit	675	271
Tangerine	1,142	320

Peas: Highly unfavorable weather in the Midwest and the Northwest has reduced the U.S. frozen pea pack well below early expectations, and also below the 1959 production.

Processed Food Prices

CANNED FOOD PRICES

F.O.B. packing plant, per dozen containers, as of the first of the month indicated. Data compiled from latest available price lists of individual packers. Districts as follows:

ATLANTIC (Atl.)—Me., N. H., Vt., Mass., Conn., N. Y., N. J., Penna., Md., Del., Va.
SOUTH (S.)—N. C., S. C., Ga., Fla., Ky., Tenn., Ala., Miss., Mo., Ark., Ia., Okla., Tex., P. R.
MIDWEST (M.)—Ohio, Ind., Ill., Mich., Wis., Minn., Iowa, S. D., Neb., Kans.
WEST (W.) — Alaska, Ariz., Calif., Colo., Hawaii, Ida., Mont., N. M., Ore., Utah, Wash., Wyo.

Prices are in dollars and cents, with the dollar omitted when the range covers more than one dollar. When the range is 2 dollars or more, the prices are averaged.

$1.75 to $1.95 is written 1.75-95
$1.75 to $2.95 is written .75-2.95
$1.75 to $3.95 is averaged 2.95

CANNED FRUITS

	July 1, 1960 —303—	—10—	August 1, 1960 —303—	—10—
Apples, sliced				
Atl.	8.00-25			8.50
Wes.	9.50			7.50
Applesauce, fancy				
Atl.	7.00		1.45	7.00-25
Wes.	8.25			8.25
Apricots, ch. hvis.				
Wes.	2.05	12.10	2.05	11.70
Cherries—Red Tart Pitted, water				
Atl.		12.50		12.50
Mid	1.85	12.50-75	2.10	12.00
Wes.	2.07½	12.50	2.07½	12.00
Cherries—Sweet Unpitted, Wes. Ch.				
dark	3.42½	20.00	3.42½	20.00
light	.42-67½	20.90	3.42-67½	20.90
Citrus—Grapefruit (303 & 46 oz.) fcy. swtnd.				
So.	1.87	9.50	1.87	9.50
Citrus-Salad (303 & 46 oz.) fcy. swtnd.				
So.	2.80		2.80	
Cranberry Sauce (No. 300) fcy. puree				
Atl.	1.70-75		1.70-75	
Figs, Choice				
Wes.	2.35	13.05	2.35	13.05
Fruit Cocktail, choice				
Wes.	2.20	11.85	2.12½	11.85
Fruits For Salads, fcy.				
Wes.	3.05-10	.75-17.00	3.07	16.85
Olives, Ripe (No. 1 Tall) Wes.				
lg.	2.90	18.10	2.90	18.10
ex. lg.	3.00	18.80	3.00	18.80
Peaches—Clingstone, Wes. ch.				
slice	1.75	9.50	1.70-90	9.25
hlvs.	1.75	9.10-50	1.70	9.25
Peaches—Freestone, ch. hlvs. Elb.				
Mid.	2.65	11.25	2.65	11.25
Wes.	1.90	10.35	1.90	10.35
Pears, ch. hlv. Bart.				
Mid.	2.05	10.50	2.05	10.50
Wes.	2.15	11.50	2.05	11.50
Pineapple (No. 2) Wes. fcy.				
Slice	3.75	15.50	3.75	15.50
Chnk.	3.42	15.70	3.42	15.70
Crsh.	2.90	11.40	2.90	11.40
Plums—Purple, ch.				
Wes.	1.85	8.75	1.85	8.75

CANNED VEGETABLES

	July 1, 1960 —303—	—10—	August 1, 1960 —303—	—10—
Asparagus (No. 300) fcy. lg. green				
Atl.	3.40	12.25	3.40	12.25
Mid.	2.10	12.75	2.10	12.75
Wes.	3.60		3.55	
Asparagus, White				
Wes.	3.10		3.10	
Beans, Green Lima, fcy. small				
Atl.	2.15-25	12.50	2.17½	12.50
Mid.	2.00-10	12.00-25	2.05	12.17
Beans, Green Snap, fcy. cut (Wes. S. L.)				
Atl.	1.45	8.50-75	1.40	8.00-50
So.	1.40	8.00	1.35	8.00
Mid.	1.55	9.50	1.55	9.50
Wes.	1.85-87	9.75	87½-1.95	.75-10.75
Beans, Wax Snap, fcy., cut.				
Atl.	.80-2.05	9.00	1.50	.50-9.00
Mid.	1.55-65	9.25	1.40	9.25
Beets, fcy. sliced				
Atl.	1.07-32½	4.75	1.07½	4.75
Mid.	1.07-15	5.00-50	1.10	5.25
Wes.	1.35	6.10	1.42½	6.35
Carrots, fcy. diced				
Atl.	1.25	6.75	1.20-25	6.75
Mid.	1.12-15	6.25	1.12	6.25
Corn-Golden, Cream & Kernel, fcy.				
Atl.	1.35-50	.50-9.00	1.35-65	.50-9.00
Mid.	1.10	8.00	1.40-50	8.00-50
Wes.	1.55-60	8.50	1.57	8.50
Corn-White, Cream & Kernel, fcy.				
Atl.	1.40	8.50	1.40	8.50
Peas, Green (No. 2 sieve), fcy. early				
Atl.	1.75	11.75	1.75	11.75
Mid.	2.00	12.25	2.05	12.25
Peas, Green (No. 2 sieve), fcy. sweet				
Atl. 1	1.45-60	.50-9.00	1.50	8.75
Mid.	2.05	11.00	2.05	.00-12.25
Wes.	1.60-95	8.25	1.80	8.25
Peas, Blackeye (No. 300) fcy.				
So.	1.25	7.50	1.25	7.50
Pimientos (4-oz.) whole, So.				
tin	1.65		1.65	
glass	1.85		1.85	
Potatoes, Sweet (No. 3-Vac.), fcy. syrup				
Atl.	1.65	9.50	1.65	9.50
So.	1.30	7.50	1.30	7.50
Potatoes, Sweet (No. 3 Vac.) fcy. vacuum				
Atl.	2.10		2.10	
Potatoes, White, fcy.				
Atl.	1.10		1.10-32½	6.50
So.	1.25	4.50	1.25	6.50
Pumpkin (No. 2½), fcy.				
Atl.	1.50	5.50	1.50	5.50
Mid.	1.57½	5.50	1.57½	5.50
Wes.	1.50	5.00	1.50	5.00
Spinach, fcy.				
Atl.	1.70	7.00	1.40-50	.50-7.00
So.	1.20	5.00-75	1.20	5.75
Wes.	1.17½	4.85	1.17½	4.85
Other Green, So. fcy.				
trnp.	.95	.80-4.40	.95	4.00
mstd.	.95	4.40	.95	4.40
poke	1.35		1.35	
Sauerkraut, fcy.				
Atl.	1.45	7.00	1.45	7.00
Mid.	1.42	6.70	1.42	6.70
Wes.	1.35		1.35	
Tomatoes, Ex. Std. (Wes. fcy.)				
Atl.	1.50-60	6.00-25	1.50-60	6.00-25
So.	1.40-45	7.25	1.40	7.25
Mid.	1.55-65	8.25-50	1.60	8.25
Wes.	1.65	9.50	1.65	9.50
Tomato Catsup—Tin, fcy.				
Atl.		11.00		11.00
Mid.		10.25-50		10.25-50
Wes.		8.75		8.75
Tomato Paste (6-oz.) 26 %				
Atl.		10.85		10.85
Mid.		11.85		11.85
Wes.		11.85		11.85
Tomato Puree (No. 2½) fcy. 1.045 (Wes. 106)				
Atl.	2.20	7.00		7.00
Mid.		6.50		6.50
Wes.		7.50		7.50
Tomato Sauce (8-oz.) fcy.				
Atl.		11.00		11.00
Wes.	.80	8.50		8.50
Mixed Vegetables, fcy. Peas-Carrots				
Atl.	1.65	9.00	1.65	9.00
Mid.	1.50-65	9.75	1.55	8.75
Wes.	1.62½	9.00	1.62½	9.00
Mixed Vegetables, Succotash, fcy.				
Atl.	1.85-95	10.00	1.85-95	11.00
Mid.	1.55	9.00	1.55	9.00
Mixed Vegetables, other				
Atl.	1.55		1.30	6.75
Wes.	1.75	9.75	1.75	9.75

FROZEN VEGETABLES

(Retail per doz.)
(Inst. per lb.)
(Grade A)

	July 1, 1960 —Retail—	—Instl.—	August 1, 1960 —Retail—	—Inst.—
Asparagus—Jumbo, 10-oz., 40-oz.				
Atl.	4.50	.50	4.20-40	.50
Wes.	3.45	.47	3.45	.49
Beans, Fdhk, Lima—10-oz., 40-oz.				
Atl.	2.59	.26	2.30-59	.26
Wes.	1.70	.25	.95-2.05	.25
Beans, Baby Lima—10-oz., 40-oz.				
Atl.	2.59	.27	2.50-59	.27
Wes.	.95-2.05	.25	.95-2.05	.25
Beans, Green Snap—Reg. 9-oz., 40-oz.				
Atl.	2.05		.90-2.05	
Wes.	1.65-70	.21	1.60-70	.21
Beans, Green Snap—Fr. Cut. 9-oz., 40-oz.				
Atl.	2.05		.90-2.05	
Wes.	1.65-70	.21	1.60-70	.19-.21
Beans, Italian—9-oz., 40-oz.				
Atl.	2.35		2.35	
Wes.	1.75	.20½	1.75	.20½
Broccoli—10-oz., 32-oz., Spears				
Atl.	2.33	.21	2.20-49	.22
Wes.	1.25-85	.18½	1.85	.18-.19
Brussels Sprouts—10-oz., 32-oz.				
Wes.	2.40	.26	2.40	.26
Carrots—50#				
Atl.		.07		.07
Wes.		.05½		.06
Cauliflower—10-oz., 32-oz.				
Atl.	2.55	.15	2.55-75	.15
Wes.	1.80-85	.19	1.80-90	.19-.20
Corn, Cut—10-oz., 40-oz.				
Atl.	1.99	.23	1.99	.23
Wes.	1.60-70	.24	1.60-70	.19-.24
Corn, Cob—2-ear, 12-ear				
Mid.	2.60		2.60	
Wes.	1.70-85		1.80-85	
Kale—10-oz., 32-oz.				
Atl.	1.63	.13	1.63	.13
Mixed Vegetables—10-oz., 40-oz.				
Atl.	2.05	.21	.85-2.05	.21
Mid.	1.55	.21	1.55	.21
Wes.	1.60-65	.19	1.60-65	.19
Okra—10 oz., 40-oz.				
Atl.	2.25	.22	2.25	.22
Peas, Blackeye—10-oz.				
Wes.	2.25		2.25	
Peas, Green—10-oz., 40-oz.				
Atl.	1.79	.17	1.55-79	.17
Mid.	1.45	.18	1.45	
Wes.	1.40-45	.15	1.45-55	.16-.18
Peas & Carrots—10-oz., 40-oz.				
Mid.	1.17	.16	1.17	.16
Wes.	1.25-30	.14	1.25-45	.14-.15
Potatoes—9-oz., 40-oz. Atl.				
F. F.	1.79-84	.19	1.65-79	.19
whip	1.52		1.52	
puffs	1.63		1.63	
Potatoes—9-oz., 40-oz. Wes.				
F. F.	1.35	.17	1.35-40	
shred		.07½		.07½
Pumpkin & Squash—12-oz., 4-lb.				
Atl.	1.63	.09	1.63-75	.09
Wes.	1.15-30	.08	1.15-30	.08½-.09
Spinach—10 oz., 48-oz., Leaf				
So.	1.78	.09%	1.78	.09½
Wes.	1.05	.08½	1.20-50	.09½-.11
Spinach—10-oz., 40-oz., chopped				
So.	1.78		1.78	
Wes.	1.00	.10	1.15-55	.09
Succotash—10-oz., 40-oz.				
Atl.	2.25	.23	2.05-25	.23
Wes.	1.65-95	.20	1.80-95	.20

FROZEN FRUITS

	July 1, 1960 —Retail—	—Inst.—	August 1, 1960 —Retail—	—Inst.—
Apples (30# sliced)				
Atl.		.10		.14
So.		.12		.12
Wes.		.08½		.08½
Apricots 30# halved)				
Wes.		.12		.12
Cherries, Red (30# Pitted)				
Atl.		.14		.14
Mid.		.15		.15
Wes.		.20½		.20½
Cherries, Sweet (30#)				
Wes.		.20		.20
Grapes and Pulp (44#)				
Atl.		.12½		.12½
Peaches, Freestone (12-oz., 30# sliced)				
Atl.	2.58	.18	2.58	.18
Mid.		.14		.14
Wes.	2.05	.15	2.05	.15
Blackberries (12-oz., 30# sliced)				
Wes.	1.50	.23½	1.50	.23½
Blueberries (12-oz., 30#)				
Atl.	3.29	.27	3.00-29	.27
Mid.		.25		.25
Boysenberries (30#)				
Wes.	2.25	.13½	2.25	.13½
Raspberries, Black (10-oz. 30#)				
Atl.	2.99	.27	2.99	.27
Wes.		.25		.25
Raspberries, Red (10-oz., 30#)				
Atl.	2.90	.25	2.40-99	.25
Mid.	2.20		2.20	
Wes.	2.20	.30	2.10-20	.23
Strawberries (10-oz., sl., 30# whl.)				
Atl.	2.15-56	.23	2.10-56	.22
Wes.	2.05	.21	2.10-15	.22½
Mixed Fruits (12-oz)				
Wes.	2.75		2.75	

FROZEN JUICES

	July 1, 1960 —Retail—	—Instl.—	August 1, 1960 —Retail—	—Inst.—
Grapefruit				
So.	1.20	5.50	1.20	5.50
Lemon				
Wes.	.78		.78	
Lemonade				
So.	1.16		1.16	
Wes.	.78		.78	
Lemonade, Pink				
Wes.	.78		.78	
Limeade				
So.	1.00		1.00	
Orange				
So.	1.50	7.25	1.55	7.25
Wes.	1.50-87		1.50-87	7.25

New Dehydration Process Makes Cherries Tastier

Montmorency cherries, when treated with a new dehydration process, are a brighter red and have a more delicious flavor than cherries dried by usual methods. Cherries that get this new treatment retain their color and flavor even when stored at high temperatures.

The dehydration process is as follows:

Cherries are blanched in steam, sugar is added, and the fruit is frozen. Additional time required by the freezing permits the sugar to penetrate the cherries more completely than in conventional processing methods. When thawed, the fruit is soaked in a sulfite solution and then dried in a tunnel dehydrator for 8 to 10 hours. A vacuum chamber has also been used for drying and the processed cherries have been somewhat plumper than those dried in a tunnel dehydrator.

The dried cherries are reconstituted by boiling them slowly in a weak sugar solution for 30 to 45 minutes. Then they are allowed to stand for several hours to become more plump.

—Dr. Earl M. Litwiller, food technologist, Food and Dairy Technology, Oregon State College, Corvallis, Ore.

Purdue Establishes New Research Institute

Because of recent Federal legislation concerning additives, pesticides, etc. in foods, drugs and cosmetics, Purdue University has established The Trace Level Research Institute for Residues and Metabolites. The Institute will carry on basic research in pharmacology, toxicology, metabolism, and residue properties of such materials as: food additives, drugs and cosmetics, animal growth promoters, plant nutrients and hormones, insecticides, herbicides, fungicides, soil additives, and other related chemical substances.

Purdue's staff and facilities will be made available through the Institute to industry, government, and food and fiber producers.

Railroads Show Decline in Canned Food Shipments

About 20,396 tons of canned foods were shipped by canning firms during the twelve months ended June 30, 1958. This represents the "line-haul" or non-local tonnage. Shipments within the city of origin or local redistribution at the destination are not included.

Railroads hauled about 45% of this total tonnage. Trucks transported about 50% which was equally divided between for-hire motor carriers and private trucks. About 5% was hauled by other means, primarily water carriers and freight forwarders.

Sharp contrasts were apparent in the handling of different foods and also in the type of transportation used in different areas. As an example of the first situation, railroads handled less than one-third of the total tonnage of canned meats in contrast to over four-fifths of the total tonnage of canned milk. As an example of geographic contrast, for-hire motor carriers' share of tons of canned foods ranged from 47% in the East to 17% in the Pacific Coast.

With respect to trends in the 3½ years ended June 30, 1958, the rail-

POTATOES YOUR MEAT?

Then make them profitable with

Robins

Frozen, canned or dehydrated—no matter how you process potatoes Robins equipment has a way with them. For instance, one way Robins makes your operations more efficient and profitable is in the peeling operations. Robins offers 3 types of potato and vegetable peelers. The Steam Peeler, the Caustic Peeler and the Abrasive Peeler—all designed to give top production with a minimum of waste and long service life with a minimum of maintenance.

One machine or a complete, integrated line, whatever you need, Robins has 105 years of experience to assure you of more equipment for your dollar.

Write or call today for a catalog or immediate service.

A.K.Robins AND CO., INC.

Manufacturers of Food Processing Equipment Since 1855

713-729 East Lombard Street, Baltimore 2, Md.

road's share of the total tonnage shipped by the canned fruit and vegetable industry dropped from about 47 to 43%. For-hire motor carriers remained the same. Private trucks' share rose from 19 to 25%. The shift to private truck occurred primarily in distances under 100 miles, but was significant in other lengths of haul. The railroad's share declined in most distance groups.

—Transportation and Distribution of Canned Foods, by Bureau of the Census, Washington 25, D. C.

Freezers Shape Up Action Program

The members of the Frozen Foods All-Industry Coordinating Committee, representing most segments of the frozen foods industry, have been active in developing an action program.

The committee chairman, Dr. H. C. Diehl, announced in Colorado Springs that the organization of State watch-dog committees will doubtless be completed by the time of the committee's next meeting in Washington, D.C. on September 8-9.

The purpose of these state committees, on which each segment of industry is to have a selected state representative, is to have a constant, alert watch over legislature and regulatory matters affecting the frozen foods industry and to provide "grassroots" action, when necessary in behalf of the All-Industry Coordinating Committee. State committees will also assist in the implementing of FFAIC-C'S educational and information programs.

The Frozen Foods All-Industry Coordinating Committee, was formed shortly before the 1960 meeting of the AFDOUS (Association of Food and Drug. Officials of the United States) in April in Dallas, Tex.

The AFDOUS had been expected to adopt officially the language of a model frozen food code at that meeting. Instead it voted to accept the report of its frozen food committee but to hold the first seven parts of the model code for editing prior to final publication. This in effect was a year's delay.

The AFDOUS rejected the coordinating committees point that a model code should be indefinitely suspended awaiting an self-policing policy by the frozen food industry. But AFDOUS did appear to be ready to accept new scientific findings on how frozen foods behaved at various temperatures. Recommendations by the FFAICC will be made at the 1961 meeting of the AFDOUS.

Men in the News

Donald L. Downing, Food Technology Dept., University of Georgia, Athens, Ga., has been awarded the Samuel Cate Prescott Fellowship, established by the Refrigeration Research Foundation.

Dr. Robert L. Beacher, soil scientist, has been named southern regional director for the National Plant Food Institute, Washington, D. C., with headquarters in Atlanta, Ga.

Lt. Col. Harvey L. Rubin, Army Veterinary Corps officer, has been awarded the Commendation Ribbon with Metal Pendant for meritorious service as chief of the Army's subsistence testing laboratory in Chicago.

See this space next month for our regular every-other-month department:
Food Merchandising

Canned Diced Apples Have Sales Potential

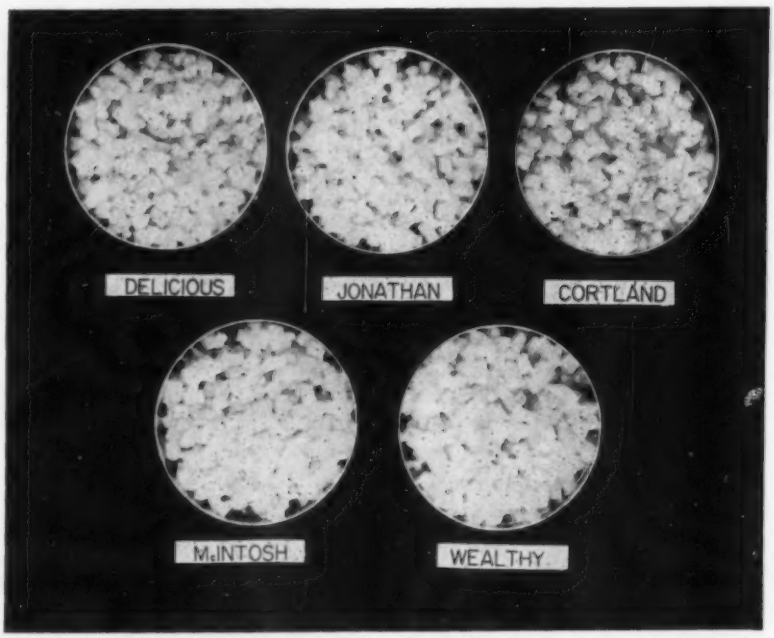
Diced apples—half inch cubes canned in sugar sirup—make a very nice fruit for serving with the meal. Acceptance tests show people like the product.

The process consists of washing, peeling, and trimming the apples in the usual manner. The trimmed apples are then diced in a dicer to ⅜ or ½ inch cubes. The slivers and smaller pieces can be removed by use of shaker screens and used for sauce. The diced apples are then submerged immediately in a sirup solution—containing 25% sugar, 1% salt, and ½ gram ascorbic acid per pound sirup—and a vacuum treatment of 15-20 inches applied for 15 minutes. The vacuum should then be released slowly, the fruit brought to a boil in the original sirup, and hot-packed into cans or glass jars.

The processing treatment should be conducted so as to "sirup-log" the dices in the manner sometimes used for fruit for freezing. The amount and kind of treatment, (sirup concentration, and time and level of vacuum) will vary with the season, and variety and condition of the fruit. Apples that are white and firm, or which are yellow or mealy, generally will be so when diced and sirup packed. Treatment with calcium salts in levels up to 0.05% Ca in the fruit is helpful in firming the tissue of some apples.

The diced apples not only are very attractive and have a high level of acceptability with meals, but also are useful in various types of salads.

—By K. G. Weckel and Frank Gilbert, University of Wisconsin, Madison. Reference is made to "Control of Browning in Frozen Apple Slices" by Elizabeth A. Gullett, in the 1957-58 report of Horticultural Experiment Station and Products Laboratory, Vineland, Ontario, Canada; also to "Browning of Frozen Apples Prevented," by K. G. Knight and P. C. Paul, in Food Industries 21,1759, 1949. Fruit for the study was provided by Badger State Apple Corp.



DRAINED SAMPLES of canned diced apples, as prepared at the University of Wisconsin by methods described in this report.

SUPPLIERS NEWS

Plants & Companies

Isbrandtsen Co., Inc., New York City, and **Idaho Maryland Industries, Inc.,** Glendale Calif., have formed Liquefreeze Corp. of America and Liquefreeze International. These two firms will develop and distribute food freezing units and shipping containers, using liquid nitrogen as the freezing agent.

Proctor & Schwartz, Philadelphia, Pa., manufacturer of drying machinery equipment, has merged with Silex Co., Philadelphia, Pa., a specialty glass manufacturing company. There are no change of names, or policies.

Imperial Sugar Co. recently opened its first liquid sugar branch facility in Dallas-Fort Worth, Texas. It is located in the terminal warehouse of the Great Southwest Industrial District. David Tilden is in charge.

Ervin F. Bickley, Jr., has been appointed general manager of all national account sales, Folding Carton Div., Container Corp. of America, Chicago, Ill.

Becco Chemical Division, Buffalo, N. Y., Food Machinery and Chemical Corp., has moved its administrative and sales headquarters to 161 East 42nd St., New York City.

Interstate Container Corp., Glendale, Long Island, N. Y., a producer of corrugated containers, has acquired the Guilford Folding Box Co., Baltimore, Md., a manufacturer of folding cartons. Guilford will be known as Guilford Folding Box Co., Division of Interstate Container Corp.

Mercantile Discount Corp., Chicago, Ill., is offering a new, long-term financing plan for growth companies in the food processing industry. Loans of $75,000 to $2,000,000 will be available for terms up to five years. The plan has been in use for three years, but tight money has prevented a general announcement.

National Can Corp., Chicago, Ill., has started construction on a new can manufacturing plant in Edison Township, near Metuchen, N. J. Located on an 18-acre site, the plant will have 200,000 sq. ft. of space. It will have a daily production capacity of more than 2 million cans; production will start early in 1961.

Armstrong Cork Co., Lancaster, Pa., has completed a major expansion and modernization project at its Dunkirk, Ind., glass container plant. New facilities include: glass melting; carton and packing equipment; increased mold making equipment; etc.

Aluminum Company of America, Pittsburgh, Pa., has established a graphic design assistance group to be headed by Robert P. Eganhouse.

Men in the News

Walter E. Gregg, formerly director of technology, has been elected vice president—technology, Crucible Steel Co. of America, Pittsburgh, Pa.

G. H. Pfeifer has been appointed director of product merchandising and public relations, Chain Belt Co., Milwaukee, Wis.

Fred N. Dundas, president, Dominion Glass Co. Ltd., Montreal, Canada, has been re-elected president of the Glass Container Manufacturers Institute, Inc. **C. G. Bensinger** of Owens-Illinois Glass Co., was elected 1st vice president of GCMI, and **J. G. Ferguson,** Laurens Glass Works, Inc., 2nd vice president.

R. S. Long has been appointed general manager of glass container sales, Hazel-Atlas Glass Div., Continental Can Co., New York City.

Alen B. Falkman has been appointed canning technologist, research and development department, Central Div., National Can Corp., Chicago, Ill. Mr. Falkman will headquarter in Chicago. **Charles G. Wemlinger** was appointed quality control manager of the Central Div.

C. H. Buckley

P. J. O'Donnell

Christopher H. Buckley has been named vice president and director of sales and marketing, Knox Glass, Inc., Knox, Pa., glass container manufacturer.

Patrick J. O'Donnell has been appointed a field sales representative, Commercial .Container Div., Ball Brothers Co., Muncie, Ind. He will headquarter at the firm's district sales office in New York City.

William de Back, vice president and overseas consultant on foreign manufacturing and sales operations, Food Machinery and Chemical Corp., San oJse, Calif., has retired from duties with FMC International.

Obituaries

Thomas Walter Hardy, 79, founder and chairman of the board, Hardy Salt Co., St. Louis, Mo., died recently.

Samuel W. Menefee, Jr., 53, manager, package development and merchandising department, Packaging Materials Div., Armstrong Cork Co, Lancaster, Pa., died recently of a heart attack.

Total Sales and Net Income of U.S. Processed Food Firms

for periods indicated, to dates indicated, in thousands of dollars (000 omitted), as reported by the companies.

FIRM/HEADQUARTERS	—BUSINESS—	—PERIOD—	—TOTAL SALES—		—NET PROFITS—	
			1959	1960	1959	1960
Van Camp Sea Food Co., Long Beach, Calif.	Cd. fish	12 mo. to 6/1	$56,667	$57,098	$1,767	$1,949
Am. Home Prods. Corp., New York, N. Y.	Food/drug specits.	6 mo. to 7/1	228,868	249,132	23,238	24,314
Continental Baking Co., New York, N. Y.	Froz., baked foods	6 mo. to 7/1	190,608	197,462	4,986	3,849
Am. Sugar Refining Co., New York, N. Y.	Cane sugar	6 mo. to 7/1	163,100	162,945	4,494	5,376
Beech-Nut Life Savers, New York, N. Y.	Baby food, candy	6 mo. to 7/1	a	a	3,485	3,655
Penick & Ford, Ltd., New York, N. Y.	Corn, cane, maple	6 mo. to 7/1	9,703	9,499	2,193	2,220
H. J. Heinz Co., Pittsburgh, Penna.	Canned, glassed food	12 mo. to 5/1	316,857	340,224	11,096	12,231
Pac. Veg. Oil Corp., San Francisco, Calif.	Vegetable oils	12 mo. to 7/1	a	a	629	716
Pillsbury Co., Minneapolis, Minn.	Cereals, etc.	12 mo. to 6/1	365,339	373,819	7,913	6,541
Gerber Products Co., Fremont, Mich.	Baby foods	3 mo. to 7/1	31,031	33,014	1,381	1,406
Safeway Stores, Inc., Oakland, Calif.	Misc. foods, chain	6 mo. to 6/15	1,047,943	1,114,550	15,304	14,613
General Mills, Minneapolis, Minn.	Cereals, etc.	12 mo. to 6/1	545,998	537,818	16,817	11,515

INDUSTRY NEWS

Overseas Plants

Recent developments in overseas operations associated with U.S. processed food firms include the following:

General Mills, Inc., Minneapolis, Minn., reports that Grandes Molinos de Venezuela, an associate firm, is building the second "Gold Medal" plant in that country, at El Manzanillo near Maracaibo. A new plant also has been built by Industria Harinera Guatemalteca in Guatemala, a company with a long-term contract with General Mills. Latham Foods, Ltd., London subsidiary, has now introduced the "Betty Crocker" line of cake mixes in England.

Pillsbury Co., Minneapolis, Minn., now has product licensing and technical assistance agreements with firms in El Salvador and Guatemala, and has entered into a partnership to build a plant in Ghana.

H. J. Heinz Co., Pittsburgh, Penna., will open a new plant at San Joaquin in Venezuela early in 1961, and is studying plans for operations in other parts of Latin America, according to H. J. Heinz II, chairman of the board. In Great Britain, a new factory is in operation at Kitt Green, while the plant at Harlesden is being modernized. Also in England, 65 acres has been acquired at Hayes Park, in Middlesex, for a major research center. In all, Heinz overseas operations provided $8,112,657 of the total 1959-60 net profit of $12,231,374.

Wm. Underwood Co., Watertown, Mass., has established an Underwood subsidiary in Venezuela which will be producing Underwood Deviled Ham before the end of 1960. The $1,025,000 operation is located in Cagua, which is about 50 miles of Caracas, the capital of Venezuela.

Companies & Plants

Spivey Bros. Sauce Co., Inc., Shreveport, La., manufacturer of sauces and spices, has been granted charter of incorporation listing capital stock of $200,000.

Chun King Frozen Foods Corp., Duluth, Minn., has started packing cherry pie mix for the Northland Foods Div. of the company at the Jackson, Ohio, plant. Production of Oriental-American foods will be resumed when celery becomes available.

W. N. Clark Canning Co., Caro, Mich., has undertaken a remodeling and rebuilding program as a result of a fire which last winter destroyed its No. 1 warehouse. A mechanical tramway with seven overhead tracks that will carry canned goods from canning rooms to warehouses is being installed. An empty can tramway is also being installed.

Libby, McNeill & Libby, Chicago, Ill., will discontinue marketing its Libby baby food in all U.S. domestic markets except for the West Coast. The firm will continue to pack baby food but only enough to supply the West Coast and export markets.

Hi-Acres Concentrate, Inc., Orlando, Fla., has purchased the physical assets of Mid-Florida Citrus Co-operative, Forest City.

H. W. Lay and Co., Inc., Chamblee, Ga., manufacturer of potato chips and snack foods, will build a $500,000 plant on Crums Lane to replace its

Fill RELISHES? CHOWS? CHOWDERS?

colton-hope fillers and accessories give you special high-speed machines at the price of standards.

ARTHUR COLTON COMPANY
3474 E. Lafayette, Detroit 7, Michigan

60-10

The Paulson Bean Picker—most economical on the market

. . . operates efficiently on level or rolling terrain. The Paulson Bean Picker is equipped with belt drives and new improved Wisconsin engines with starters and 12-volt electrical systems. One engine operates reels and conveyors; the other operates a fan for maximum control of picking mechanisms. Tractor-drawn, the two-row picker picks rows 30-40 inches apart. Height is adjustable by hydraulic cylinder.

Custom equipment manufactured for canners and packers

PAULSON BROTHERS INDUSTRIES, INC.
Clear Lake, Wisconsin P.O. Box 237 Telephone 4805

Chisholm Sales and Engineering Company of Niagara Falls, Canada, is now our distributor in Canada

present Louisville, Ky., facilities. The plant will be built on a 10.4 acre site adjoining the Illinois Central Railroad and will contain about 35,000 sq. ft. of space. It will have storage space for 3,000,000 lbs. of potatoes, and a capacity to process 500,000 lbs. of potatoes per week. The plant design allows for an expansion to a weekly processing capacity of a million lbs.

Gorman Eckert and Co., Ltd., London, Ontario, will introduce, produce, and merchandise the complete line of McCormick Gourmet Spices in Canada. The new line, which is making its debut in the U.S., consists of 86 varied spices and herbs packed in glass jars.

Georgia Ice & Cold Storage Co., Savannah, Ga., is constructing a 215,000 cu. ft. fast frozen food warehouse adjacent to its present plant.

Rath Packing Co., Chicago, Ill., will modify and enlarge its Waterloo, Ia., plant at a cost of $750,000. Completion is planned for the spring of 1961.

Men in the News

Bruce M. Kinsey has been appointed marketing research manager, Durkee Famous Foods Div., Glidden Co., Cleveland, Ohio.

Robert W. Mairs has been elected executive vice president of Winter Garden Citrus Products Coop., Winter Garden, Fla. **James H. Bock** was appointed general manager.

Richard Barron has been named general sales manager of Michigan Fruit Canners, Inc., Fennville, Mich.

Hans J. Wolflisberg, president, The Nestle Co., Inc., has been named chairman of the Fifth International Food Congress to be held in the United States in 1962.

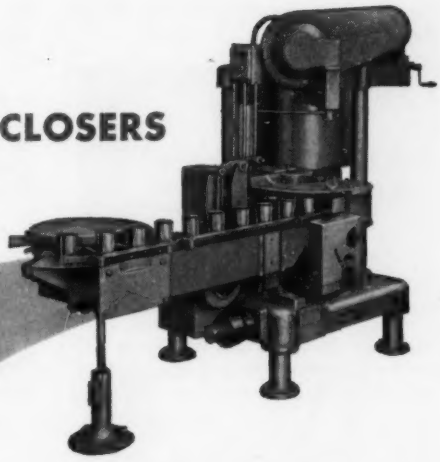
C. T. Woods

C. W. Rockabrand

Charles T. Woods has been appointed director of market research, Kitchens of Sara Lee, Inc., Chicago, Ill.

C. W. Rockabrand, former Eastern regional sales manager, has been named national sales manager for Minute Maid's Frozen Orange Juice Bar, Minute Maid Corp., Orlando,

ANGELUS CAN CLOSERS



Minute Maid

TEXACO

KNOWN FOR THE COMPANY THEY KEEP...
KNOWN FOR THE SERVICE THEY PROVIDE

NESTLE

AJAX CLEANSER

HERSHEY'S

Hunt

General Mills

No better recommendation exists than the list of "blue chip" customers who use one or more models of Angelus Closing Machines for efficient and cost-cutting service.

The performance of Angelus Closing Machines is based not only on top-grade materials and quality of workmanship but on the right design to meet specific production problems. These leading canners know that Angelus, the only company in the world producing can closing machines exclusively, devotes all of its design efforts to create equipment for greatest production efficiency and easiest possible maintenance.

Let Angelus put its 50 years of experience to work in solving your can closing production problems. Write today for complete details. Specify products, can dimensions and your capacity requirements.

ANGELUS
Sanitary Can Machine Company
Cable Address "Angelmaco" Western Union Code
4900 Pacific Boulevard • Los Angeles 58, Calif.

Fla. He will headquarter in White Plains, N. Y.

A. M. Coleman

A. G. Hodor

Albert M. Coleman has been appointed general sales manager food products div., Pet Milk Co., St. Louis, Mo. Albert G. Hodor has been appointed general product manager for the same division.

Marjorie Zimmerman has been appointed director of home economics of Stokely-Van Camp, Inc., Indianapolis, Ind. She replaces Verna McCallum who was married recently.

Charles E. Jolitz has been named president and general manager of California Vegetable Concentrates, Inc., a subsidiary of General Foods Corp., White Plains, N.Y.

Wiliam E. Barry has been appointed eastern sales manager, La Choy Food Products, Archibold, Ohio, packer of Chinese specialty foods.

Alfred H. Funek, Jr. has been appointed general manager, P. J. Ritter Div., and **Glenn E. Knaub** has been named general manager of Brooks Div., P. J. Ritter Co., Bridgeton, N. J. Mr. Funek is in charge of operations at Bridgeton and Mr. Knaub at Collinsville, Ill. Both are vice presidents of the canned food packing firm.

Michael Muscarella of Batavia, N. Y,. formerly a field man of the New York Canning Crop Growers Cooperative, has joined the staff of Cannery Growers, a tomato marketing association, with headquarters in Maumee, Ohio.

John P. Hoban, Jr., has been promoted to vice president and general sales manager of Bond Pickle Co., Chicago, Ill. He will maintain sales headquarters at the firm's plant in Oconto, and at Arlington Heights, Ill. Ill.

Obituaries

Raymond A. Amend, 70, of Ripon, vice president and treasurer of the Wisconsin State Canners Co., Pickett, Wis., died from a heart attack recently.

Leon E. Enos, district superintendent of the California Packing Corp. in Syracuse, N. Y., died recently in Melbourne, Fla.

Rupert Henry Baxter, 88, retired banker and industrialist, and director of H. C. Baxter & Brother Canning Co., Brunswick, Maine, died recently.

Thomas C. Dennehy, Jr., 59, purchasing agent for canned foods, Chicago Region of the Military Subsistence Supply Agency since 1950, and a former officer of the Lange Canning Co., died recently.

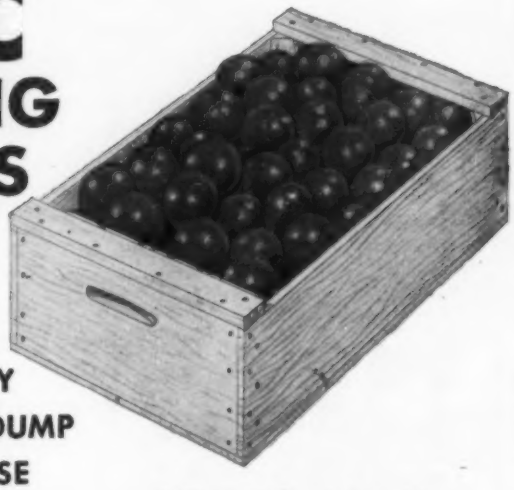
John De Schipper, former president of the Westwood Canning Co., Inc., New Castle, Ind., died recently in Ball Memorial Hospital after a two-month illness.

Robert H. Gunther, 47, vice president, Stokely Van Camp, Inc., Indianapolis, Ind., was killed in an automobile accident recently.

B. Alton Garrell, 55, a produce broker, died en route to a Charleston, S. C., hospital recently of self inflicted wounds. Prior to his death, Mr. Garrell had begun operation of a new canning plant in Tabor City, S. C., known as Tabor City Foods, Inc.

Erwin Hamm, 71, former general manager, Mayville Canning Co., Mayville, Wis., died recently.

ASK US HOW
YOU CAN REDUCE
Handling COSTS
WITH
ABC
PICKING
BOXES
that



- PALLETIZE
- STACK EVENLY
- AUTOMATIC DUMP
- REDUCE BRUISE DAMAGE
- HAVE LONG LIFE
- SAVE SPACE

ABC's vast forest, sawmill and factory facilities assure immediate service.

We will gladly send information on the use of wooden picking boxes in mass production and automation handling methods.

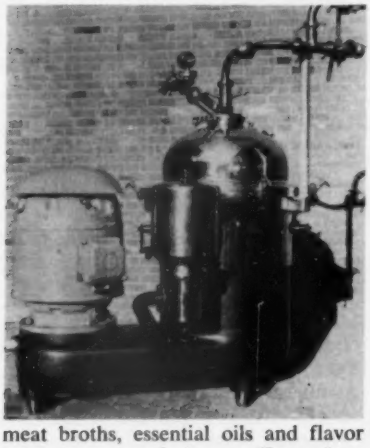
American Box Corporation
2740 HYDE ST. SAN FRANCISCO 19, CALIF.

NEW EQUIPMENT/SUPPLIES

Automatic De-Sludger

DESCRIPTION: Automatic de-sludger provides continuous clarification of food and biological products. Trade name: "Big Sam" Automatic De-Sludger, Model SAMN-15037.

FEATURES: The de-sludger features an all stainless steel hood and sludge discharge chute with polished, smooth inner surface. The machine can be used for fruit and citrus juices, baby foods, wines and beer, syrups and molasses, vegetable and cereal protein,



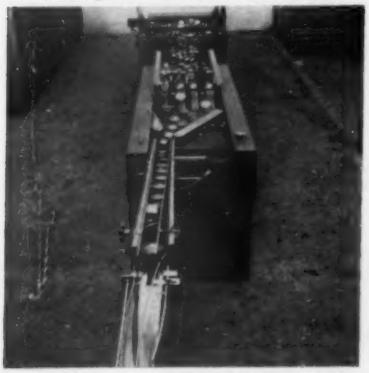
meat broths, essential oils and flavor extracts, sugar solutions, coffee and tea extracts, milk and whey, and fish oils. The de-sludging cycle can be controlled either manually, or by an automatic timing unit. There is also a choice of partial or complete de-sludging.

MFR.: Centrico, Inc., Englewood, N. J.

Can Unscrambler

DESCRIPTION: Adjustable unscrambler handles all cans—tall or flat.

FEATURES: The unscrambler is gentle; it will not dent cans. It is also portable, being mounted on rubber wheels,



so that it may be moved about in the warehouse for bright can labeling. Operating with speed and efficiency, the unscrambler requires only one man supervision at one point.

MFR.: Shuttleworth, Inc., Warren, Ind.

Plastic Film

DESCRIPTION: A flexible, plastic film manufactured from styrene foam that has the appearance and feel of kidskin. Trade name: Santofome.

FEATURES: The film has been fully accepted for food packages by the Food & Drug Administration, according to a company spokesman. It is waterproof, sanitary, lightweight, nonabrasive and grease resistant. As a film or laminate, it is suitable for frozen food packages, wrappings and liners for fragile products; and for containers where thermal insulation is needed. For high tear strength, Santofome may be bonded to paper or other flexible materials.

MFR.: Plastics Division, Monsanto Chemical Co., Springfield, Ill.

Drum and Pail Service

DESCRIPTION: Laboratory service for customers in which linings for steel drums and pails are put through accelerated tests under controlled conditions

of elevated temperature.

FEATURES: When products are placed in test cups with various linings, effect upon foods can quickly be determined. The lining standing up best can then be applied to drums and pails with a patented centrifugal application method.

MFR.: Rheem Mfg. Co., Container Div., 400 Park Ave., New York 22, N. Y.

Printing Process

DECRIPTION: This is a process whereby as many as twelve matched colors can be printed on corrugated board. Trade name: Corr-Lure Process.

FEATURES: In addition to multi-color printing, a rainbow effect can be ob-

Bear Down on FOAM

with Dow Corning Silicone Defoamers*

There's a *right* tool for every job. In foam control it's Dow Corning silicone antifoamers or defoamers . . . job-proved thousands of times over as the most efficient, most economical, and most versatile foam suppressors available.

*At prescribed levels, are sanctioned by FDA

FREE SAMPLE and new manual on foam control

first in silicones

Dow Corning CORPORATION
MIDLAND, MICHIGAN
Dept. 1709

Please rush a FREE SAMPLE of a Dow Corning silicone defoamer for my product or process, which is (indicate if food, aqueous, oil or other): _____

NAME _____

POSITION _____

COMPANY _____

ADDRESS _____

tained because the colors can be blended while printing. Other features include: color coding, moderate increase in cost, attention-getting shipper displays, etc.

MFR.: Mead Corp., 118 W. First St., Dayton 2, Ohio.

Corrugated Containers

DESCRIPTION: These containers have an inner lining of pliofilm and are used for storing stock that is set aside to be packaged at a later date.

FEATURES: Each container holds 1,500 lbs. In cold storage the filled containers are stacked three high without special strapping or outside supports. They are reusable and can be stored flat when empty.

MFR.: Gaylord Container Div., Crown Zellerbach Corp., 111 N. Fourth St., St. Louis 2, Mo.

Micro-Mill

DESCRIPTION: This mill is especially designed and constructed for rupturing large quantities of microorganisms.

Trade name: Eppenbach Micro-Mill.

FEATURES: It will reduce slurries and bacteria, spores, molds, yeast and pollen granules in hopper capacities ranging from 150 ml to 2 liters. The mill is powered by a 1.5 hp AC-DC motor with speed controls from 0-10,000 rpm. It is monitored by a continuously variable transformer.

MFR.: Gifford-Wood Co., Hudson, N. Y.

Circulars, Bulletins Catalogues, Brochures

Industrial Truck Costs: A set of four booklets (a total of 62 pages) covers every cost area of truck operation from purchase price to hourly oil expense and offer do-it-yourself formulas for quick, accurate calculation—Exide Industrial Div., Electric Storge Battery Co., Rising Sun nd Adams Aves., Philadelphia 20, Pa.

Conveyor Chains: Bulletin No. 6061 describes a line of flat-top conveyor chains and outlines the operating advantages of a variety of types—Sales Promotion Dept., Chain Belt Co., Milwaukee 1, Wis.

Packaging Equipment: 8-page brochure describes the Compak flexible packaging machinery line; explains the several different feed models for all five feed types; and shows all the latest attachments—Hayssen Manufacturing Co., Sheboygan, Wis.

Strapping Tools: Folder entitled "Signode Power Combination Strapping Tools" describes 12 models of power combination strapping tools in detail and lists typical applications for each —Signode Steel Strapping Co., 2600 N. Western Ave., Chicago 47, Ill.

Loading Valve: Bulletin F-49 describes the engineering features of #417 and #418 loading valves that handle a wide range of liquids and chemicals —OPW-Jordan, 6013 Wiehe Road, Cincinnati 13, Ohio.

Algin: Technical bulletin "Emulsifying, Thickening, Suspending and Stabilizing with Algin" describes the unique properties of algin and features a table comparing the effectiveness of various algin products recommended for specific properties and table describing algin products used in the food industry—Kelco Co., 75 Terminal Ave., Clark, N. J.

Master Container: Folder describes and illustrates step-by-step how "Adjusta-Pak"—an adjustable master container—is put together from eight corner sections—Signode Steel Strapping Co., 2600 N. Western Ave., Chicago 47, Ill.

Drosophila Control: Bulletin entitled "Drosophila Control" contains the latest information on the prevention of contamination of tomatoes and tomato products — National Canners Assn., 1133 20th St., N.W., Washington, D. C.

Monitor
REGISTERED TRADE-MARK

CANNING MACHINERY OF QUALITY

FOR

PEAS—LIMA BEANS—TOMATOES—STRING BEANS

APPLES—CHERRIES—BERRIES—ETC.

Manufacturers of the Famous

"Monitor"
WHIRLPOOL BLANCHER
PEA CLEANER
ELEVATORS

"Monitor"
CHERRY PITTER
ROD CYLINDER TOMATO WASHER
GRAPE WASHER

AND MANY MORE

HUNTLEY MANUFACTURING CO.
BROCTON, NEW YORK

NEW PRODUCTS AND PACKAGES

Bar-B-Q Sauce

I-Ron Pot Roux Co., Inc., Ville Platte, La., has introduced its new Cousin Ethel's Bar B-Q Sauce in pint and quart decanters. The sauce can be used for barbecuing beef, chicken,

lamb, pork and fish. It can also be used either hot or cold with ham, hot dogs, hamburger, cold cuts and spaghetti dishes. Decanters and screw-top metal closures are supplied by Owens-Illinois Glass Co., Toledo, Ohio. The labels are by Cornay Press, New Orleans, La.

Frozen Bread

Sheepherder Bread, Inc., Reno, Nev., is distributing nationally a bread that is frozen. The firm does not use any of the preservatives that are used in regular commercial breads. It is baked for about an hour and then quick-frozen at 30° below zero. The bread is packaged in a multi-colored carton of bleached sulphate paperboard. The cartons are produced by Lord Baltimore Press, division of International Paper Co. Retail price is 39c a loaf.

Salad Dressing Mixes

Schilling Division of McCormick & Co., Inc., San Francisco, Calif., has introduced dry salad dressing mixes that are packaged in metalam pouches. The metalam pouches, produced by the Dobeckmun Co., a division of Dow Chemical Co., are of a special lamination of acetate, vinyl, and foil. The mixes are available in four flavors —Italian, Garlic French, Old Fashion French, and Bleu Cheese. Different colors are used for the various mixes, and directions for quick and easy preparation are printed on the back side

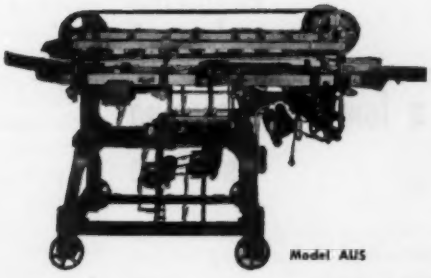
of the packets. The packets are designed so that they can be used in four and eight pocket metal merchandising racks for point-of-purchase displays.

Potato Products

General Mills, Minneapolis, Minn., has developed two new potato products that will soon be available in selected introductory markets — Betty Crocker Scalloped Potatoes and Betty Crocker Au Gratin Potatoes. Each product is packaged with a packet of seasoned sauce mix. Cooking time required is 30-35 minutes vs. 1-1 1/2

GET THE MONEY SAVING FACTS *on the* BURT NON-STOP LABELER

For fast . . . easy . . . economical labeling . . . you can't beat the Burt Non-Stop Labelers. Dual label feed and auxiliary feed fingers provide continuous action. The label supply is replenished without stopping. Labels cans, glass and cartons.



BURT

FOR THE MONEY SAVING FACTS WRITE TO...

BURT MACHINE COMPANY
401 E. Oliver Street
Baltimore 2, Maryland

hrs. needed when raw potatoes are used. Other dishes that can be made with these products are: Hot German Potato Salad and skillet suppers. Retail price is expected to be 35c to 39c.

Wagon Wheels

Buitoni Foods Corp., South Hackensack, N. J., has introduced heat-and-serve Wagon Wheels in a meatless sauce. The product is based on an old recipe and was developed by food expert Elia Mari who is presently

director of the processed foods division of Buitoni. Cooking instructions appear on the label. Its net weight is 15 3/4 oz. and the suggested retail price is 29c.

Instant Coffee

Standard Brands, Inc., New York, N. Y., has introduced its new instant Chase & Sanborn Coffee with pure

coffee nectar. According to the firm, a new technique captures the pure coffee nectar from beans immediately after roasting and while at peak quality. The coffee is available in 2 oz., 6 oz. and 10 oz. jars.

Frozen Potatoes

Olney & Carpenter, Inc., Wolcott, N. Y., has introduced a new product to the retail market—Frozen Potatoes Au Gratin—which will also be directed to the institutional market. The potatoes are packed in aluminum foil containers in which the product can be prepared, served and finally used to store leftovers. The carton and foil containers were developed by Ekco-

Alcoa Containers Inc., Wheeling, Ill. The carton design was handled by Ekco-Aloca's graphic design department . . . the photograph was produced at the Shigeta-Wright Studios Inc., Chicago, Ill., and the carton printing is by Stecher-Traung Lithograph Corp., Rochester, N. Y

New Package Briefs

Marshmal-O Jars: Union Starch and Refining Co., Inc., Columbus, Ind., has adopted a new jar which is lower in height for easier access to the last of its Marshmal-O product. Glass jars are by Armstrong Cork Co. and Anchor Hocking; caps by Anchor Hocking and White Cap Co.; and labels by U.S. Printing & Lithograph Corp.

New Lord-Mott Labels: Lord-Mott Co., Inc., Baltimore, Md., has redesigned the Cottage label that is used for its line of canned vegetables. Menu and recipe suggestions appear on the label.

New Size for Heinz: H. J. Heinz Co., Pittsburgh, Pa., has introduced a new 15 1/2 oz. family size package for its Worcestershire, Mustard, '57', and barbecue sauces.

Canister for Peanut Butter: Sessions Co., Inc., Enterprise, Alabama, is packaging its School Day brand peanut butter in 3 lb. canister jars which have a 120 mm. finish for re-use value as a storage container. Both jars and closures are by Ball Brothers Co., Muncie, Ind.

Chicken and Plum Puddings Get New Face: Wm. Underwood Co., Watertown, Mass., has redesigned the labels of the Richardson & Robbins Company line of puddings and chicken specialties.

Brown Sugar in Polyethylene: California and Hawaiian Sugar Refining Corp., San Francisco, Calif., is using 3-mil polyethylene bags to package and distribute its Velvet Smooth Powdered Sugar and Golden Brown Sugar. The bags are by Dobeckmun Co., Cleveland, Ohio and Berkeley, Calif., a div. of Dow Chemical Co.

Slik-Top
TON-TEX BELTING
for conveyor jobs requiring belting with a low-grip carrying surface

TON TEX

• Slik-Top is a smooth, bareback synthetic fabric top surface conveyor belt that is virtually frictionless. It is ideal for "stall" operations in which the product being conveyed must remain stationary while the belt continues to move.

• If you are troubled with scoring or scratching of products carried, jam-ups due to excessive friction of belt carrying surface, products not being deflected properly from belt, printed surfaces or labels being smeared or torn, then Slik-Top is the answer to these and other similar conveying problems.

• Slik-Top is thin, flexible and strong with a carrying surface that has excellent "release" qualities. It will resist abrasion and moisture.

• Troublesome conveying problems can usually be licked with Slik-Top Belting. Write our Engineering Department today for more information.

TON-TEX CORPORATION, GRAND RAPIDS 2, MICH.
31 COLUMBUS AVENUE, ENGLEWOOD, NEW JERSEY
1180 AUZERAIS AVENUE, SAN JOSE 26, CALIFORNIA

TON-TEX CONVEYOR AND TRANSMISSION BELTING

ASSOCIATION ACTIVITIES

Extract Assn. Names McCormick President

Chas. P. McCormick, Jr., assistant to the president of McCormick & Co., Baltimore, Md., was elected 1960-61 president of Flavoring Extract Mfrs. Assn. at the recent annual meeting in Hershey, Penna. He succeeds E. N. Heinz, Jr., of Food Materials Corp., Chicago, Ill.

Vice presidents chosen at the same meeting include: S. M. Kleinschmidt, Genl. Dynamics Corp., Liquid Carbonic Div., Chicago; Dr. A. S. Wendt, Fred Fear & Co., Brooklyn, N. Y.; and Hunt P. Wilson, Warner-Jenkinson Mfg. Co., St. Louis, Mo.

Francis C. Oakley, Baker Extract Co., Springfield, Mass., is secretary, and Lloyd E. Smith, Virginia Dare Extract Co., Brooklyn, is treasurer.

New Books Tells How To Evaluate Natural Spices

A new book of methods for evaluating quality in natural spices has been introduced by the American Spice Trading Assn. Titled "Official Analytical Methods of the American Spice Trade Association," it contains 21 different procedures.

The 45-page book may be obtained from the association's office at 82 Wall St., New York 5, N. Y., for $5.

Frozen Food Packers Name Convention Committee

The National Association of Frozen Food Packers recently announced the members of its Convention Committee. Ansley Watson of Pasco Packing Co., Dade City, Fla., was named chairman of the 20th annual convention and exposition to be held March 5-8, 1961, in Dallas, Texas.

Others named to the committee were: James R. Agen, Cascade Frozen Foods, Inc., Burlington, Wash.; F. Webster Browne, Snow Flake Canning Co., Brunswick, Me.; H. F. Lochrie, Birds Eye Div., General Foods Corp., White Plains, N. Y.

Fish and Seafood Group Elects New Officers

F. M. Bundy has been elected chairman of the Fish and Seafood Promotions Div. of the National Fisheries Institute for the coming year. Mr. Bundy is with Gorton's of Gloucester, Gloucester, Mass. He has been an active leader in many fishery product promotions and is a past president of N.F.I.

Other officers elected were: C. J. Morrow, National Sea Products, Ltd., Lunenburg, Nova Scotia, 1st vice chairman; R. A. Erkins, Snake River Trout Co., Buhl, Idaho, 2nd vice chairman; Arthur Frohman, L. H. Frohman & Sons, Chicago, Ill., secretary-treasurer.

Pet Food Mfrs. To Participate in Operating Cost Program

Large, medium-sized and small manufacturers will participate in the operating cost program on an anonymous basis during the annual convention of pet food manufacturers. This will give each a chance to judge his costs of production, labor, distribution, etc., in relation to other pet food manufacturers with similar volume.

The 3rd annual convention of the Pet Food Institute will be held at the Drake Hotel in Chicago, Ill., Sept. 8-9. According to convention chairman Parker Long, attendance will be way over the record 200 set at the 1959 session.

See this space next month for our regular every-other-month department:
RAW PRODUCTS

TENTH ANNIVERSARY YEAR. The Processed Apples Institute, Inc., has inaugurated its 10th anniversary year with a new PAI seal. L. W. Brown, president, PAI, unveiled the seal which went into use after August 1. Member companies of the Institute will be using the seal on stationery and in promotions, thereby identifying apple processors who support the program that serves the entire industry.

Cherry Institute Moves

The National Red Cherry Institute is moving its headquarters to 747 Deerfield Rd., Deerfield, Ill. The new telephone number is Windsor 5-4262. James H. Bryce is the executive secretary.

The Yearbook is coming!

This month the CANNER/PACKER 1960 Yearbook Number is due to appear.

Your reference to up-to-date statistics, directory of equipment and supply firms, list of Gold Medal Award winners, and industry reports.

WATCH FOR IT!

ARTHUR COLTON COMPANY
3478 E. Lafayette, Detroit 7, Michigan

Classified Advertising

When writing box advertisers, please address, "Box – c/o Canner/Packer, 59 E. Monroe St., Chicago 3, Illinois."

RATES: Help wanted, positions wanted, machinery and equipment wanted or for sale or other classified notices—15 cents per word, 75c extra for blind box number. Minimum charge $4. Terms net prepaid. Classified ads are set in 6-point type. No cuts or special border permitted. Each word of capital letters charged for as two words.

Classified-display and professional rate (borders and cuts permitted), 1-time, $25, per inch. One-inch, 12 monthly issues, paid in advance: $200. No agency commission or cash discount on classified or classified display.

PROFESSIONAL SERVICES

FOUNDED 1922

Food and Drug Research Laboratories
INCORPORATED

Maurice Avenue at 68th Street, Maspeth 78, New York City
WESTERN REPRESENTATIVE: WOLFGANG HUBER, Ph.D.
1079 Lombard St., San Francisco 9, Calif. Tel: Prospect 6-1415

WISCONSIN ALUMNI RESEARCH FOUNDATION

LABORATORY SERVICES
for the FOOD, FEED, DRUG and CHEMICAL INDUSTRIES
Analyses, Biological Evaluation, Toxicity Studies, Insecticide Testing and Screening, Flavor Evaluation.
Project Research and Consultation
Write for Price Schedule
P. O. Box 2217 • Madison 1, Wis.

FOR SALE—MACHINERY AND EQUIPMENT

FOR SALE — 5,000 - 4,000 - 3,000 - 1,100 - 1,000 - 800 - 750 - 650 - 500 - 400 gal. stainless Tanks; 300 gal. jacketed stainless Groen type N Kettle; eight stainless sanitary heat Exchangers, 50 to 250 sq. ft.; 708 sq. ft. Double Effect Buflovac stainless Evaporator; 5 ft. and 6 ft. dia. stainless Vacuum Pans; Roll Dryers; Plate Exchangers; Truck Tanks; etc. Best Equipment Company, 1737 W. Howard St., Chicago 26, Ill.

For Sale—Kettles, Tanks, Labelers, pumps, fillers, filters, mixers, vacuum pans, case gluers and sealers, cappers, etc. Address all inquiries and send list of surplus equipment. Ace Equipment Co., 6825 S. Kenwood Ave., Chicago 37, Ill.

For Sale—FMC Pulper Model #101, Fitzpatrick Riving Machine, Sterling Dicer, Kettles, Tanks, Labelers, Pumps, Case Gluers and Sealers, other processing equipment. Send us your inquiries and list of idle equipment. Loeb Equipment Supply Co., 830 W. Superior St., Chicago 22, Ill.

CHOICE Equipment at the RIGHT Price from your FIRST Source! Stainless Steel Tanks and Kettles; all sizes stocked; FILLERS by Pneumatic Scale, Kiefer, FMC, Berlin-Chapman, Horix, Filler Machine Co.; POWDER FILLERS by Stokes & Smith, Semi- and Fully-Automatic, Triangle Elec-tri-Pak Filler, Mateer S.S. Granular Fillers. TUBE & JAR Fillers by Stokes, Colton and others; Automatic Labelers by Pneumatic, World, N. J. Labelrite, others; Can Labelers by Standard Knapp, Burt, Kyler, Nu-Way, others; Bottle & Jar Cleaners; aut. & semi. CAPPERS by Resina, Pneumatic, U.S. Consolidated Capem and others; Continental, American Can Closers, Bliss Automatic Double Seamer. STAINLESS Reactors, Heat Exchangers, Vacuum Pans, Pulpers, Juice Extractors, Colloid Mills, Dicers, Peelers. SEND FOR COMPLETE LISTS. FIRST MACHINERY CORP., 209-289 Tenth St., Bklyn. 15, N. Y. Phone: STerling 8-4672.

FOR SALE—Resina automatic single head capper. York Freon 12 compressor 6¾ x 5, 40 ton. Alvey 16" live-roller conveyors, total 700'. Groen 150 gallon shallow stainless steel Kettles. 200 gallon sigma mixers. Niagara Stainless Pressure Leaf Filters, 500, 57 sq. ft. Hope Piston Filler. SEND US YOUR INQUIRIES. PERRY EQUIPMENT CORP., 1405 N. 6th St., Phila. 22, Pa.

Pony Labelrite Model M, completely reconditioned, $950.00. Hope single piston filler, like new, $700.00. E. Gustafson, 1000 Crosby St., Chicago 10, Ill. Phone MO 4-1800.

WANTED MACHINERY

Wanted to purchase good used canning equipment, filler, closing machine, retorts, labelling, case sealers, boilers, lift forks. B. Hill, Pres., Hill Packing Co., Topeka, Kans.

HELP WANTED

Wonderful opportunity general manager take complete charge canneries scattered thru U. S. Headquarters Topeka. This position pays sufficient to interest top level, experienced executive. Answers definitely confidential. B. Hill, Pres., Hill Packing Co., Topeka, Kans.

EXPERIENCED FLAVOR SALESMEN

Due to expanded activities, additional salesmen required—one for west coast area. Salary open, complete company-paid benefit program. Submit details to Mr. J. I. Brennan.

INTERNATIONAL FLAVORS & FRAGRANCES
417 Rosehill Place
Elizabeth, New Jersey

Wanted—Experienced pea and sweet corn canner. Must have complete knowledge of field and factory operations. Age 28-40. Midwest location. Established company with more than 60 years of continuous operation. Box 1960.

FOOD TECHNOLOGISTS — B.S. & M.S.—Eastern Canner has openings for men with experience in canning for Quality Control and Product Development. Replies should include education, age experience and present salary. Fine opportunity for qualified persons. Box 2960.

Want Something?

Have Something to sell?

Use a Canner/-Packer Classified Ad!

ADVERTISERS IN THIS ISSUE

See page 51 for COMING EVENTS CALENDAR

American Box Corp. 44
American Can Co. 18-19
American Steel and Wire Div., Cyclone Fence Dept., U. S. Steel ...33
Anchor Hocking Glass Corp. 8-9
Angelus Sanitary Can Machine Co. ..43

Burt Machine Co. 47

Canners Exchange 12
Colton Co., Arthur 42, 49
Container Corp. of America 4
Corn Products Sales Co. 11

Dow Corning Corp. 45

Food Machinery & Chemical Corp. ..13
Fuller Co., H. B. ....3rd Cover

Griffith Laboratories, Inc. 6

Heekin Can Co. ....4th Cover
Hoffmann-La Roche Inc. 3
Huntley Manufacturing Co. 46

Owens-Illinois ....2nd Cover

Paulson Brothers Industries, Inc.....42

Robins and Co., Inc., A. K. 39

Scott Viner Co. 36
Sugar Information, Inc. 20
Sunkist Growers 16-17
Swift & Co. 14

Ton-Tex Corp. 48

U. S. Steel, American Steel and Wire Div., Cyclone Fence Dept. 33
Urschel Laboratories, Inc. 10

Warner, Inc., Lansing B. 12
Waukesha Foundry Co. 15
White Cap Co. 30-31

COMING EVENTS CALENDAR

September

1-7—**International Union of Nutritional Sciences,** Fifth International Congress on Nutrition, Sheraton-Park and Shoreham hotels, Washington, D. C.

8-9—**Pet Food Institute,** 3rd annual convention, Drake Hotel, Chicago, Ill.

16-20—**American Meat Institute,** 55th annual meeting, Palmer House, Chicago, Ill.

19—**Special Technical Course,** on building construction, plumbing, air conditioning, and food technology, City College, New York City.

20-21—**Research & Development Associates, Food and Container Institute, Inc.,** symposium on freeze-dehydration equipment, Stock Yard Inn, Chicago, Ill.

22-23—**National Kraut Packers Assn.,** fall meeting, Hotel Racine, Racine, Wis.

25-30—**2nd Annual Packaging, Plant Layout and Material Handling Short Course,** University of California, Los Angeles, Calif., at UCLA Conference Center, Lake Arrowhead, Calif.

October

3-4—**Peanut Butter Manufacturers Assn.,** annual meeting, Woodner Hotel, Washington, D. C.

6-9—**Florida Canners Assn.,** 29th annual convention, Fountainebleau Hotel, Miami Beach, Fla.

11-15—**American Council of Independent Laboratories,** annual meeting, Deauville Hotel, Miami Beach, Fla.

12-14—**Mayonnaise & Salad Dressing Mfrs. Assn.,** 27th annual convention, Drake Hotel, Chicago, Ill.

14-23—**National Security Industrial Assn.,** 1st international packaging machinery show (code name: AUTOPAC), Paris, France.

18-21—**American Dietetic Assn.,** annual meeting & exhibit, Sheraton-Cleveland Hotel and Cleveland Auditorium, Cleveland, Ohio.

19-21—**National Pickle Packers Assn.,** Pickle Fair, annual meeting and machinery exhibit, Edgewater Beach Hotel, Chicago, Ill.

23-26—**National Frozen Food Assn.,** annual convention and exhibit, Statler-Hilton Hotel, New York, N. Y.

24-25—**Texas Canners Assn.,** annual meeting.

24-26—**Grocery Manufacturers of America,** annual meeting, Waldorf-Astoria Hotel, New York City.

24-27—**Institute of Sanitation Management,** annual conference and show, Sheraton-Cadillac Hotel, Detroit, Mich.

31-Nov. 4—**American Management Assn.,** packaging management course, Hotel Astor, N. Y., N. Y.

November

1-3—**Point-of-Purchase Adv. Institute,** 1960 exhibit, New York Coliseum, N. Y., N. Y.

3—**Illinois Canners Assn.,** fall meeting, LaSalle Hotel, Chicago, Ill.

4-5—**Florida Vegetable Canners Assn.,** 2nd annual convention, Deauville Hotel, Miami Beach.

8-10—**Material Handling Institute,** Central States Show, Kentucky Fair and Exposition Center, Louisville, Ky.

13-16—**Georgia Canners Assn.,** annual convention, General Oglethorpe Hotel, Savannah, Ga.

14-15—**Wisconsin Canners Assn.,** 56th annual convention, Schroeder Hotel, Milwaukee, Wis.

20-21—**Pennsylvania Canners Assn.,** 46th annual convention, Yorktowne Hotel, York, Pa.

21-22—**Michigan Canners & Freezers Assn.,** fall meeting, Pantlind Hotel, Grand Rapids, Mich.

28-29—**Ohio Canners & Food Processors Assn.,** 53rd annual convention, Deshler-Hilton Hotel, Columbus, Ohio.

28-Dec. 1—**Vegetable Growers Assn. of America,** annual meeting, Schroeder Hotel, Milwaukee, Wis.

December

1-2—**New York State Canners & Freezers Assn.,** 75th anniversary meeting, Statler-Hilton Hotel, Buffalo, N. Y.

5-6—**Tri-State Packers Assn.,** annual convention, Lord Baltimore Hotel, Baltimore, Md.

10-14—**National Food Brokers Assn.,** 57th annual convention, all loop hotels, Chicago, Ill.

January

8-10—**National Preservers Assn.,** annual convention, Galt Ocean Mile Hotel, Ft. Lauderdale, Fla.

Merchandising Calendar

Sept. 24-Oct. 2: Cranberry Harvest Festival (Edaville Railroad, Rupert Winschel, South Carver, Mass.).

Oct. 1-31: Natl. Rice Harvest Festival (Rice Consumer Service, Realty Bldg., Louisville 2, Ky.).

Oct. 1-31: Shrimp Fiesta (Special Publications Serv., Frances Smith, 420 Lexington Ave., N. Y. 17, N. Y.

Oct. 1-31: October Cheese Festival (Amer. Dairy Assn., 20 N. Wacker Dr., Chicago 6, Ill.).

Oct. 9-Oct. 15: International Pizza Week (International Pizza Club, Box 213, New York 1, N. Y.).

Oct. 15-Nov. 30: Kraut-Pork-n-Apple Dinner Season (Natl. Kraut Packers Assn., 202 S. Marion St., Oak Park, Ill.).

Oct. 17-23: Natl. Fish'n Seafood Week (Natl. Fish'n Seafood Week Committee, Natl. Fisheries Inst., 1614 20th St., N.W., Washington 9, D.C.).

Oct. 20-29: Natl. Macaroni Week (National Macaroni Institute, 139 N. Ashland Ave., Palatine, Ill.).

Oct. 24-29: Natl. Honey Week (Amer. Honey Insti., 114 N. Carroll St., Madison 3, Wis.).

Oct. 24-31: Natl. Popcorn Week (Popcorn Institute, 333 N. Michigan Ave., Chicago, Ill.).

Nov. 1-13: Asparagus Week (New Jersey Asparagus Industry Council, Inc., Rene Gossiaux, Jr., Executive Dir., Centerton, N. J.).

Nov. 15-Dec. 31: Holidays are Pickle Days (Natl. Pickle Packers Assn., 202 S. Marion St., Oak Park, Ill.).

Nov. 16-Dec. 31: Fruit Cocktail and Dairy Foods (Cling Peach Advisory Bd., 153 Market St., San Francisco 5, Calif.).

I.F.T. Sections Calendar of Meeting Dates

Western

So. Calif.: Sept. 21, Presentation of award to Food Man of the Year.

Midwest

Chicago: Oct. 15, at Purdue University, West Lafayette, Ind., joint Chicago and Indiana section meeting—football—Purdue vs. Ohio State.

Great Lakes: Oct. 8, at Michigan State University, East Lansing, Mich., technical program, 9-12 a.m., Michigan State—Iowa football game in the afternoon.

ern Condensing Co. plant and Apple-

Wisconsin: Sept. 30, 4:00 p.m., at Weston Elks Club, Appleton, Wis., Arthur J. Nielson, sales dept., Western Condensing Co., on "Use of Edible Whey and Lactose in Food Industry."

Eastern

Maryland: September meeting, 7:00 p.m., at Stafford Hotel, Baltimore, Md., John Geminder, Chas. Pfizer & Co., Inc., Brooklyn, N. Y., on "Uses of Sorbic Acid in Foods."

New York: Oct. 19, 6:00 p.m., at Brass Rail, New York City, Henry Brenner, Home Testing Institute, Port Washington, N. Y., on "Consumer Testing."

Philadelphia: Oct. 4, 6:30 p.m., at Dairy Maid Restaurant, panel presentation by city, state and federal regulatory and inspection service officials, on "Food Products Inspection and Regulation."

Southern

Florida: Sept. 30 and Oct. 1, 1:30 p.m., Sept. 30, at University of Florida, McCarty Auditorium, Gainesville, Fla., Dr. Ernest Guenther, research director, Fritzsche Bros Co., New York City, on "Essential Oil Production in South America." Also progress reports on food research at University of Fla., Fla. State University, & University of Ga. This will be a joint Florida-Dixie meeting.

No Harvest Unionization without Responsibility

Attempts to set up a union to control workers engaged in harvesting U.S. food crops are being viewed with concern by growers, by processors, and by many of the general public.

Those who share this apprehension do not deny the general right of America's workers to band together in efforts to obtain better working conditions. This right has long been recognized.

What they do fear is that those who are conducting the campaign may not also recognize the grave responsibilities which go with unionization.

The American Way

U.S. Citizens have a freedom almost unequalled in the world, for one major reason: we have learned to discipline that freedom with reason.

We can drive a car on any highway in the country —but only if we remain sober, observe the local laws and look out for the safety of others.

We can go to a ball game and cheer or jeer the players and officials—but our language must be such as will not embarrass or distress those about us.

And we can unite in clubs, associations and unions —but only when such groups do not unfairly restrict or damage the rights of our fellow-citizens.

When It's Over, It's Over

About the end of the 1930's, a college professor employed by the U.S. canning industry (to look for solutions to its economic problems) made a discovery known to many of us for a long time . . . that the fruit and vegetable growing and processing business has a seasonal characteristic which makes it different from other U.S. enterprises.

If you are a Michigan automobile manufacturer, or one of his employees, and you are shut down for two months, chances are you can get back at least a part of the money that would have come in during those sixty idle days. If not, at least you have ten other months in which to earn your yearly livelihood.

But if you are a Wisconsin pea grower or harvester, or canner or freezer, and you are shut down from mid-June to mid-August, you don't lose just the proceeds of those two idle months. Your income for the entire year may have gone down the drain.

Other Problems Beset Industry

This is, of course, only one of the hazards which face growers and processors and their employees in the fruit and vegetable packing field.

They may produce too much, or too little. They may use package sizes which later prove unpopular in the market. They may end up with unsalable packing styles, or quality levels. Any or all of these errors can be made by the most experienced people, and, once made, have to be lived with for the whole marketing year.

These other problems can (and do) produce an annual crop of ulcers and heart attacks. If they are to be coupled with additional serious difficulties in the harvesting of the raw materials, every farmer and every farm-product handler will have to do the deepest of soul-searching before he decides to stay in the business at all.

Responsibilites of the Unions

As noted above, every right of an American citizen is a limited one—a privilege he enjoys provided that it does not seriously conflict with the rights of his fellow-Americans.

This principle has been recognized as applying to the right to organize in labor unions, just as it does in other areas. Police officers and firemen, in accepting such employment, understand that a strike in their field would endanger public safety.

On occasion, the right to strike has been enjoined in other industries, when a work cessation would have been seriously opposed to public interest.

Farm Work Is Special

Any group or person seeking to organize farm harvest workers into a union must recognize—either voluntarily or through public action—that this is one of those lines of endeavor in which a similar type of responsibility has to be exercised.

The grower, whose entire economic future may be determined by how he markets a single crop, must be protected from irresponsible work stoppages.

The canner or other processor, similarly, must receive the raw materials essential to him in the short time when the crop is suitable for packing.

The workers in the fields and the plants must have their right to employment safeguarded during the period when the opportunity to work exists.

Most important of all, the American public must be assured of its usual supply of nourishing and inexpensive food, largely supplied today by processors.

Action Is Needed

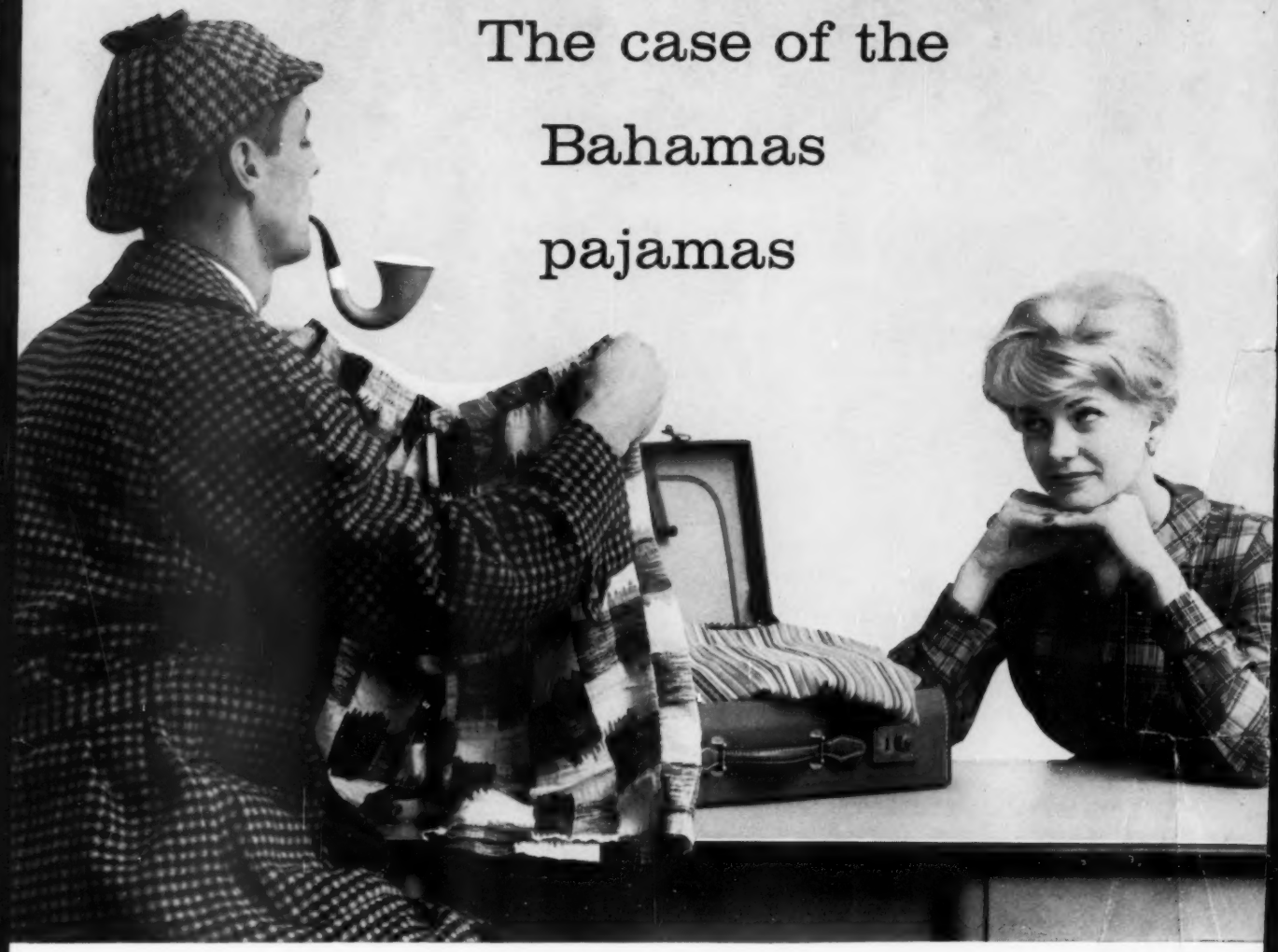
Unhappily, our early experiences with efforts to unionize farm harvest workers do not show that the organizers understand the special problems of agriculture—or that they are assuming the responsibilities which go with the right to labor group action.

Already the crop of at least one fruit grower has been almost completely lost because of picketing. Already harvest hands—including nationals of another country—have suffered violence from farm pickets.

U.S. citizens will not condone such actions. U.S. government officials must act at once, to see that they are not repeated.

El Stark
Editor

The case of the Bahamas pajamas



MISS WATSON: Fearless, where did you get those crazy threads?

FEARLESS FULLER: Well, you've heard of Bermuda shorts haven't you, Miss Watson?

MISS WATSON: Yes.

FEARLESS FULLER: Well, these knee-length nighties are my Bahamas pajamas.

MISS WATSON: And what, may I ask, are you doing with Bahamas pajamas?

FEARLESS FULLER: I'm packing them for a trip. I'm going to visit our new Fuller Adhesives International Division in Nassau, Bahamas.

MISS WATSON: What's the matter? Are the natives getting restless?

FEARLESS FULLER: Very funny, Miss Watson. But I'll have you know we have an efficient adhesives operation going on down there.

MISS WATSON: My, who'd have thought those islands would use so much glue that they'd need their own Fuller plant.

FEARLESS FULLER: The islanders don't really need their own plant. Nassau just happens to be an ideal location from which Fuller can serve the needs of our South American customers. We supply overseas plants of many United States firms from there, too.

MISS WATSON: Fuller adhesives hold the world together.

FEARLESS FULLER: That's right. And soon I plan to visit our Fuller plant in Winnipeg. We serve the adhesive needs of our Canadian friends from there.

MISS WATSON: Well, I suppose, just like the Mounties always find their man, Fuller always finds the right adhesive.

FEARLESS FULLER: Spoken like a true friend, Miss Watson. The Fuller man always knows the solution to adhesive problems.

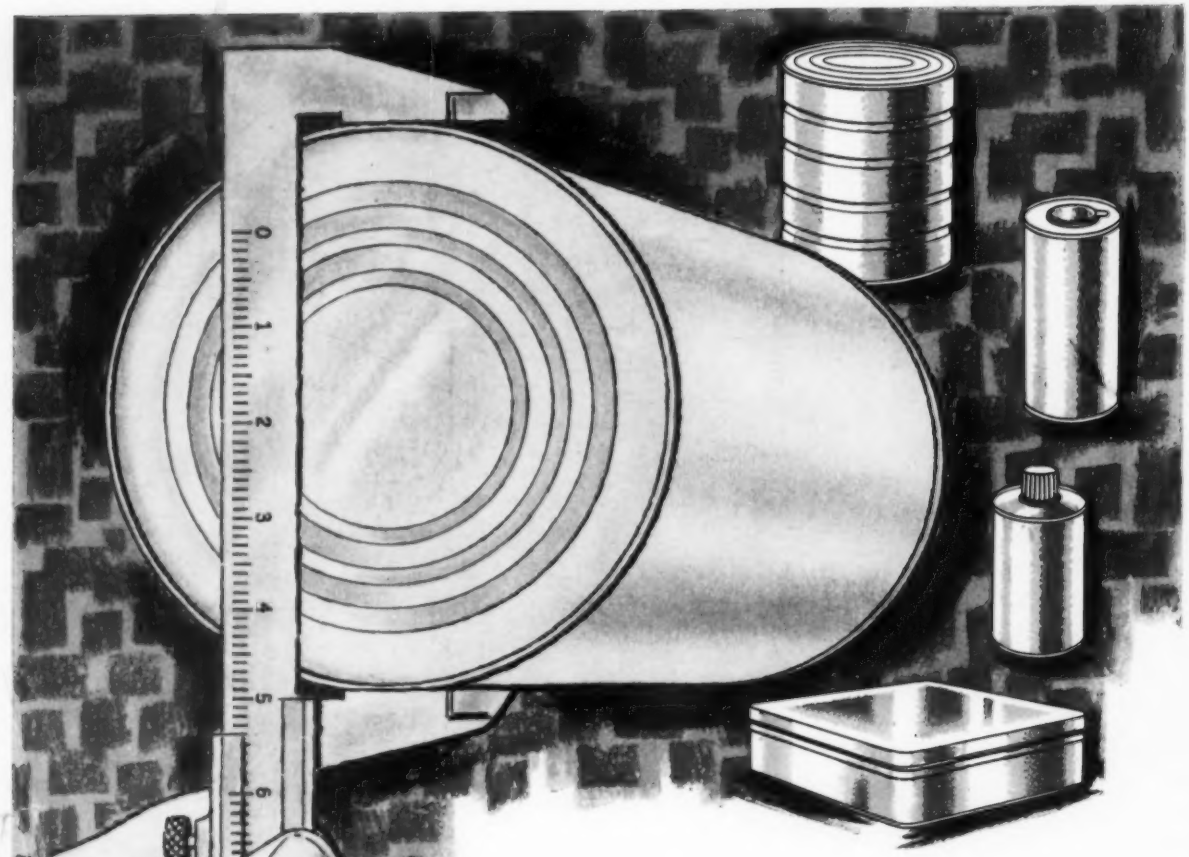
Your Fuller man is ready with the correct solutions on any adhesive problems for you, too. Contact your nearby plant.

H. B. Fuller Co.

INDUSTRIAL ADHESIVES

St. Paul, Minnesota

St. Paul, Minn. • Atlanta, Ga. • Buffalo, N.Y. • Chicago, Ill. • Cincinnati, Ohio
Dallas, Tex. • Kansas City, Mo. • Linden, N. J. • Los Angeles, Calif. • Memphis, Tenn. • Portland, Ore. • So. San Francisco, Calif. • Tampa, Fla.
Also Winnipeg, Can. • Fuller Adhesives International, Nassau, Bahamas



at Heekin . . .

progress never stops

Heekin engineers are constantly striving to improve the quality and usability of the metal packages they produce. The result of this hard work and effort is progress . . . and, finer metal packages. There's a Heekin Can for your product. Put Heekin's more than half century of metal packaging experience to work for you now.

HEEKIN
Product Planned
CANS

THE HEEKIN CAN CO.

PLANTS IN OHIO, TENNESSEE & ARKANSAS—SALES OFFICES; CINCINNATI, OHIO; SPRINGDALE, ARKANSAS